Board of Trade Journal

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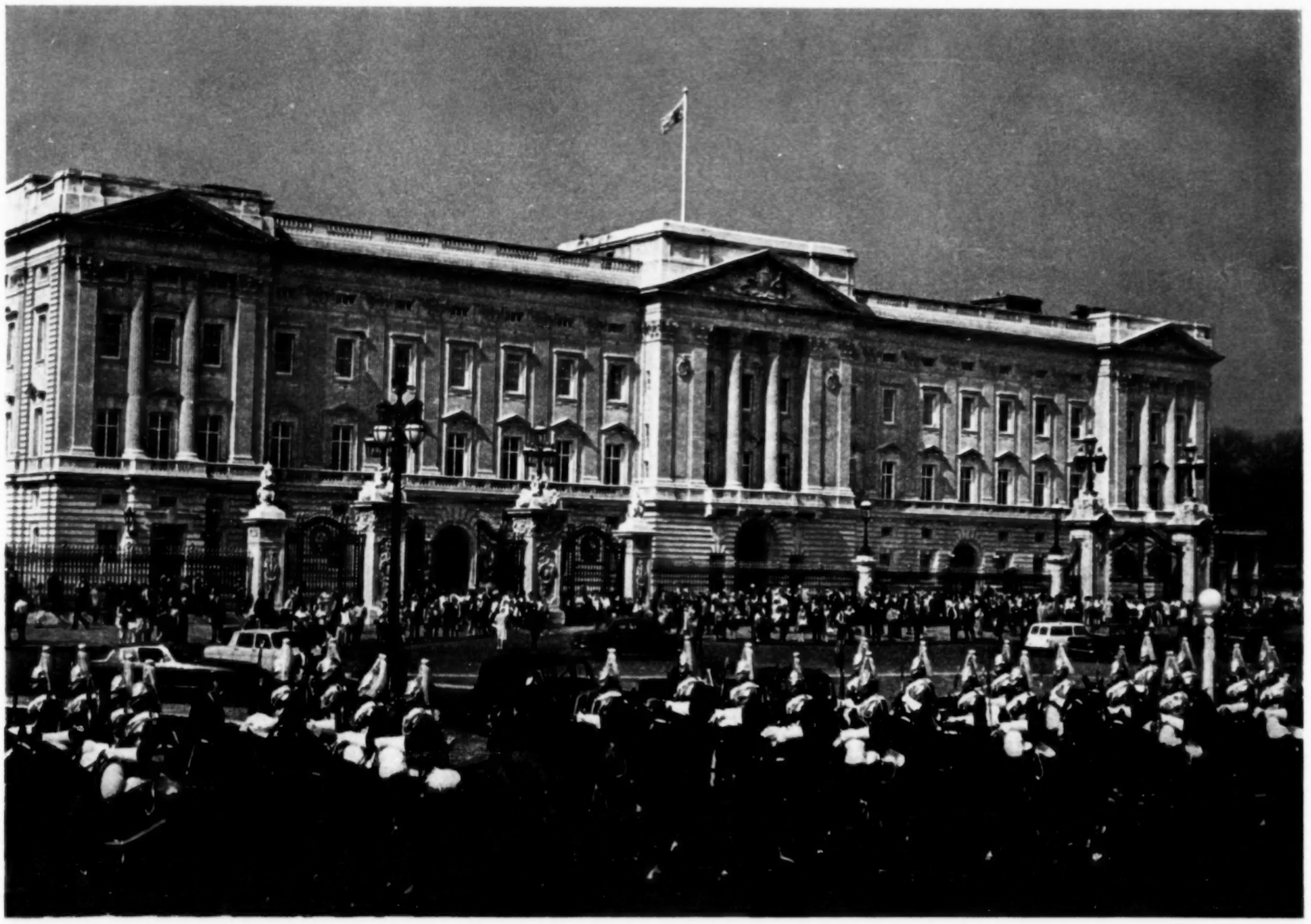

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Index to Statistics 694
Subscriptions, Advertising, Reprints 694
British Chamber of Commerce in Japan: a reservoir of well-tried experience 697
Mr. Grant talks to Midland exporters 698
Mr. Grant at British Consultants Bureau Seminar 698
Quoted Companies (Disclosure of Share Interests) (Exclusions) No. 3 Regulations 698
National Film Finance Corporation appointments 698
Sir John Eden opens 37th International Foundry Congress 698
Board of Trade report on action taken under the Insurance Companies Acts 698
Preferences for developing countries: new United Kingdom offer 699
Visit by British Overseas Commercial representative 700
The Trade Marks (Amendment) Rules 1970 700
New Anglo Canadian atomic energy authority agreement 700
Giro going decimal 700
Application for temporary exemption from import duty 701
Application for reimposition of import duty 701
Provisional anti-dumping charge on French new potatoes 701
Import duty on briar pipe bowls to be abolished 701
Consideration of mergers by the DEP 701
Ceramics, glass and mineral products industry training levy order 702
Chemical and allied products industry training levy order 702
Iron and steel ITB annual report: a new approach to grant and levy 702
Road Transport Industry Training Board's rapid progress 702
Water Supply Industry Training Board's new centre helps meet demand for training 702
Rubber and Plastics Processing Industry Training Levy Order 702
Furniture and Timber Industry Training Board: upward swing in group training scheme 702
Future United Kingdom participation in the International Apprentice Competition 702
New industry for Caerphilly 703
New advance factory at Aycliffe 703
Decimalization: Purchase tax 703

Aviation and Shipping
TUC discussion with Mintech on Palmers Hebburn Shiprepair Yard 703
ICAO Legal Committee meets in London 703
Offer of industrial design bursaries 1970 703
New weights regulations 704
Patents endorsed 'Licences of Right' 704
ECGD backs £1.4 million contract 704
NRDC: a year of continued expansion 704
Government surplus sales 705

STATISTICS
The economy: selected indicators 707
World export of manufacturers in 1969 708
United Kingdom trade by air in the first half of 1970 725
Business Monitor 726
Foreign travel and tourism – correction 726
Registration of British and foreign films 727

EXHIBITIONS AND FAIRS
British section at Helsinki International Trade Fair pulls in big crowds 729
British fashion a big hit at Turin SAMIA 730
National Exhibition Centre design team announced 730
Sir Robert Cockburn to open 'Computer 70' 730
'Tremendous interest' reported at 7th International Electron Microscopy Congress and Exhibition 731
International exhibitions to be held in Russia 731
Strong interest in British exhibits at Brno 1970 732
Opportunities for catering, wholesale, distribution and retail trades 732
United States stores buyers to visit Britain 732
British design exhibition in Helsinki 732
British footwear in step at Chicago Shoe Fair 733
Machine tool men see German market 'particularly attractive' 733
Business may top £1 million following Madrid poultry fair 734

OVERSEAS TRADE AND EXPORTS 694

TRADE AND FINANCIAL ARRANGEMENTS
£26 million loan for India for imports from Britain. Chad and Bulgaria 735
Export Missions and Tours 736
Export orders 737
Hints to businessmen visiting Poland 743

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Dumping inquiry on polyester continuous filament raw yarn, staple fibre and tow 747
Austria: Import of medical products 744
Burma: Changes in styles of address 746
Chile: Import duty amendments 748
European Communities: Harmonization of legislation. Common customs tariff. Imports from non-member countries. Common agricultural policy. EEC/Spain Agreement. Tariff quotas 740
France: Duty free quota for imports of wood pulp. French highway code. Duty free quota for tunny fish. Global quota for bananas 742
Germany, Federal Republic of: Units of Metrology Law (adoption of the SI System) 744
Greece: Import licence required for certain motors and transformers 743
Israel: Customs tariff amendments. Additions to import semi-liberalized list 744
Kenya: Import licensing regulations 745
Malawi: Proposed railway link – Salima-Lilongwe-Mchinji. Decimal currency 745
Malaysia: Pioneer Industries. Import control 746
Mauritania: Import quotas 745
Portugal: Amendment to the import tariff 743
Saudi Arabia: Id al Fitr public holiday. Income tax 745
Singapore: Pioneer Industries 746
South Vietnam: Import regulations 747
Switzerland: Transfer of the Commercial Department 743
United States: Motor vehicle safety standards: tyres and rims 748
Yugoslavia: New law on explosive materials. Reduction of import duty on specialized equipment 744

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Our cover picture shows the mounted troop of the Life Guards passing Buckingham Palace, London, on their return from Hyde Park after inspection by the General Officer Commanding, Household Division. The picture appears on a greetings card that is part of the 'Britain 1971' Handbook Gift Scheme sponsored by the Board of Trade. The scheme, introduced in 1967, provides a ready answer for firms deciding what to send their overseas business friends for Christmas and the New Year. The gift is a bound copy of 'Britain 1971' the latest edition of a well-established and authoritative handbook on Britain, her economy and institutions. 'Britain' has a world-wide reputation as a source of reference and will be particularly valuable to persons overseas who are interested in industrial, economic, educational, cultural and other aspects of life in Britain. Fuller details of the scheme are shown on the back cover of this issue of the *Board of Trade Journal*.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	*Last Published*
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	This week
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	29 July 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	23 Sept. 1970
Industry's investment intentions (3 times a year)	17 June 1970
Catering trades turnover (M)	16 Sept. 1970
Chemicals industry (Q)	19 Aug. 1970
Companies:	
Acquisition and mergers (Q)	19 Aug. 1970
New companies registered:	
Gt. Britain (M)	23 Sept. 1970
N. Ireland (M)	16 Sept. 1970
Computers:	
UK computer market (Q)	15 July 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	16 Sept. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	16 Sept. 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	5 Aug. 1970
Engineering and electrical goods:	
Production exports and orders (M)	23 Sept. 1970
Film industry:	
British Film Fund Agency returns (M)	2 Sept. 1970
Cinema admissions and takings (M)	26 Aug. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	9 Sept. 1970
Footwear industry orders and deliveries (M)	23 Sept. 1970
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	5 Aug. 1970
World exports of manufactures (A)	This week
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	16 Sept. 1970
Value of overseas trade (M)	23 Sept. 1970
Value of overseas trade: analysis of trends (Q)	5 Aug. 1970
Gold and convertible currency reserves (M)	9 Sept. 1970
Hairdressing trades turnover (M)	16 Sept. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Aug. 1970
Business (M)	16 Sept. 1970
Industrial building (Q)	29 July 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	23 Sept. 1970
N. Ireland index (M)	23 Sept. 1970
Insurance companies:	
Assets (A)	19 Aug. 1970
Investments:	
Book values of overseas direct investment (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 Apr. 1970
Laundries and dry cleaners turnover (M)	16 Sept. 1970
Machine tools deliveries and orders (Q)	3 June 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	5 Aug. 1970
Deliveries (Q)	5 Aug. 1970
Production (M)	9 Sept. 1970
Volume of production (M)	9 Sept. 1970
Motor industry:	
Car and commercial vehicle production (M)	9 Sept. 1970
Motor trades turnover (M)	16 Sept. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	19 Aug. 1970
Retail prices index (M)	23 Sept. 1970
Retail trades:	
Index nos. (M)	16 Sept. 1970
N. Ireland index (M)	9 Sept. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	12 Aug. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	23 Sept. 1970
Retail (M)	16 Sept. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	23 Sept. 1970
Hosiery production (M)	23 Sept. 1970
Wholesale houses sales (M)	9 Sept. 1970
Wool exports (Q)	2 Sept. 1970
Wool output (M)	23 Sept. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	16 Sept. 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	23 Sept. 1970

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	19 Aug. 1970
Board of Trade Regional Organization	23 Sept. 1970
British Commercial representatives overseas	15 July 1970
Customs notices of interest to exporters	5 Aug. 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	1 July 1970

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ADVERTISEMENTS

REPRINTS

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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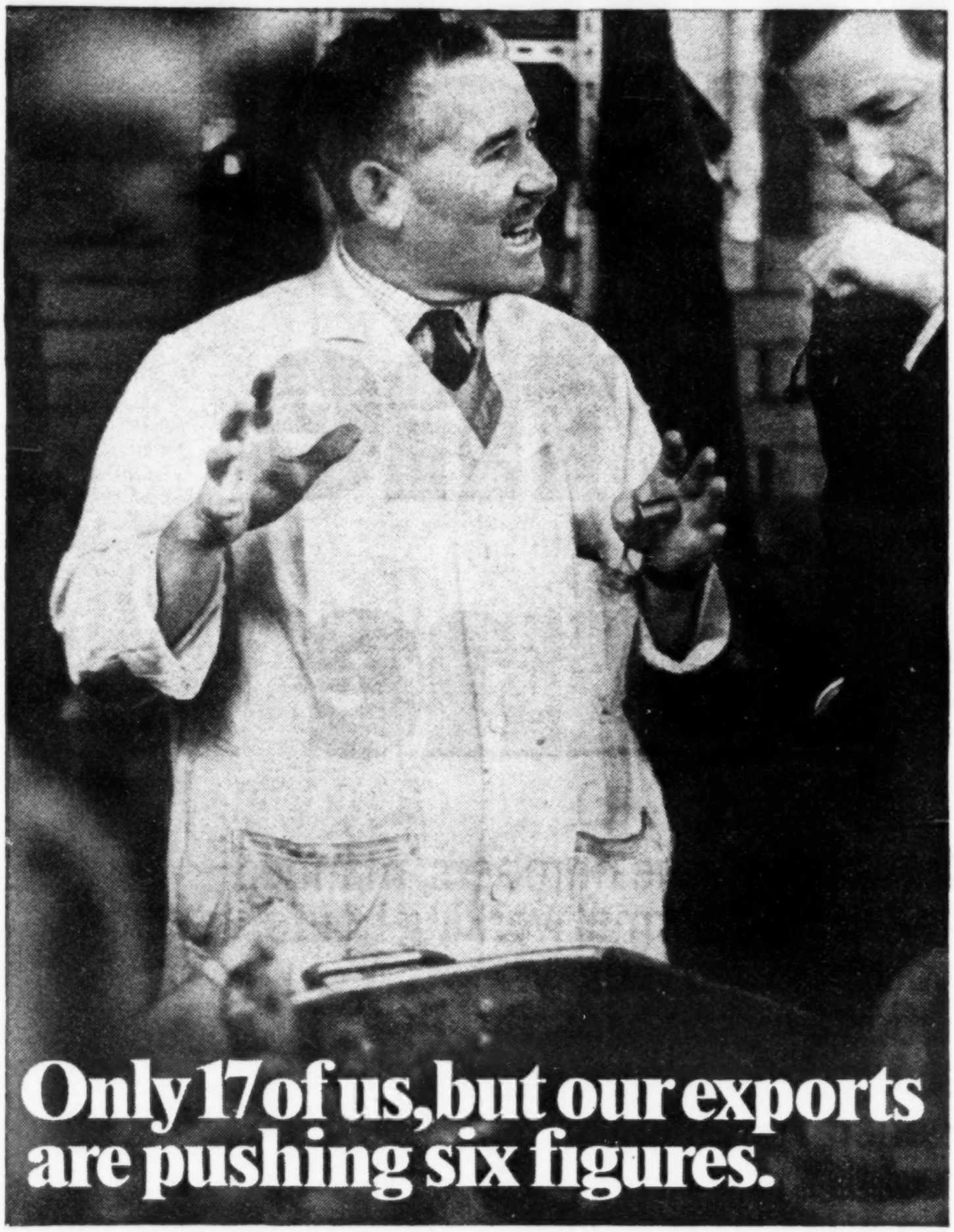

Only 17 of us, but our exports are pushing six figures.

To get ahead in exporting you need the will – and the means. The 17 people in this Midlands electrical conduit plant have the will, and the managing director, Mr E. P. (above left), tells how ECGD helped provide the means. The ECGD bank guarantee enables him to offer the credit terms his overseas buyers need.

Interviewer: When did you first start thinking about selling overseas?

E.P: Eight years ago. We wanted to expand. Home demand was static, so we looked abroad.

At which markets?

E.P: First of all Hong Kong. Then we moved into markets like Singapore, Kuwait, Cyprus, Malta and South Africa. We're planning an agency for India and Ceylon and we're looking at Australia. Once we go metric we shall be able to sell in Europe, too.

Have you achieved the growth rate you aimed for?

E.P: We've done more than we hoped. There are only 17 of us, but we're doing very good business overseas – exports are now 54% of our turnover.

And this success depends on your being able to give credit?

E.P: If we couldn't offer extended credit we'd get nowhere. We sell in very competitive markets, and often the customer can be very choosey on credit terms. Without the ECGD comprehensive bank guarantee the cost of financing credit would have sunk us. But on the back of the guarantee we can get our money from the bank immediately we ship, and at bank rate with no extras. Because we don't have to wait for payment from the customer, our trading account is always in credit. We can pay suppliers quickly, afford new automated machinery, really get stuck in.

You've no worries, either, about overseas buyers' default?

E.P: The ECGD policy covers us against this and against possible transfer delays. But the crucial thing for us is the bank guarantee. Without it we'd do very little overseas.

What's your plan for this year?

E.P: Our exports should reach six figures. We're increasing capacity. We've room to expand much more here and we'll do it through exports.

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The British Chamber of Commerce in Japan: a reservoir of well-tried experience

by P. W. Hewitt, a former chairman of the Chamber

IN DISTINCTION to some overseas Chambers of Commerce where the objects and the membership reflect bilateral trading interests, the British Chamber of Commerce in Japan has as its major objects the development of British trade with that country and the representation of the opinion of the local British mercantile community.

This did not come about as a policy of exclusion, but evolved from the first United Kingdom Chamber of Commerce formed in 1948 by the early post-war British trading interests re-establishing themselves in Japan under the Occupation. In 1955 the Japanese Government authorized the establishment of the British Chamber of Commerce and there is no scope within the appropriate laws for extending membership to Japanese nationals.

Newcomers to Japan subsequently joined, the scope of the interests of the membership widened with the great expansion of Japanese industry at large and in 1963 the Chamber and its objects were completely overhauled. The purpose was to create a more objective, forward looking body and to set up a Secretariat with permanent staff and proper accommodation.

By doing this, at the cost of a considerable increase in subscriptions (the Chamber being entirely self-supporting), it was felt that the Chamber could provide a fulcrum from which the existing membership could expand their business and whereby the British manufacturer could get support for his entry into the market.

Current knowledge

Thus the Chamber is perforce concerned predominantly with the furtherance of British trade with Japan. In this role the Chamber represents a microcosm of British export aspirations in Japan and offers at all times a reservoir of current knowledge, up-to-date opinion and well-tried experience. Its composition of some 40 regular members and 50 associate members who serve regularly on 11 committees reflect a successful pooling of diverse efforts over a wide spectrum of trade. The regular inflow of new members both broadens the scope of the Chamber's influence and ensures continued expression of new ideas.

The history of the Chamber indicates strongly both its objective approach to the commercial milieu of Japan and its flexibility. Its membership ranges from corporations among the largest in the world to personally owned firms and partnerships whose representatives enjoy equal privileges and expression.

Three of the merchant company members have been established in Japan for over 100 years; allied to the depth of experience and old established ties which they possess is the expertise and knowledge provided by the British representatives of recently established large scale joint venture enterprises.

Old and new

This is indeed in tune with Japanese trade and industry at large. In this country, adoption and adaptation of all that is new is achieved without surrendering the benefits of past experience or foregoing the firm bases upon which the business of today has been built. Japan is a land of opportunity not without its opportunists but its business leaders in common with the Japanese people at large have always recognized their own community of interests and national feeling. From this they respect all the more a similar solidarity when practiced by those of another nation.

At the official level commerce and industry can be strongly influenced by the system of 'gyosei shido' or 'administrative guidance'. This means that without law, statute or ordinance, senior bureaucrats can 'guide' a particular industry or individual company if it is felt within the Ministry concerned that its activities are inimical to the interests of another industry or to the industry to which the company concerned belongs.

Not only to enforce this system but also if necessary to ameliorate possible harsh conditions or to point up inequalities which might result, the concept of the trade association or 'club' is very strong in Japan.

By the same token the foreign entrant to this market is expected to have his particular 'club' and since he is not Japanese and never will be accepted as a Japanese it is not considered unreasonable for his 'club' to have its commonalty vested in national terms.

A thumb nail sketch drawn from the chairman's annual report for 1968/69 showed that three new regular members joined, five affiliated firms of regular members became local associates and eight individual associates were elected. Three new committees became active. Fourteen candidates satisfied the board of examiners in the Chamber Japanese language examinations.

Individual committees

Much of the Chamber's work is carried on by individual committees, the activities committee, for example, which was closely concerned with preparations for the highly successful British Week held in September last year.

The import-export committee is in many respects the pulse of the Chamber since it is concerned with the practical results which emerge from trade agreements, liberalization methods and fair trade policies. In addition to this vital watch-dog task, the committee (which works closely with the Commercial Department of the British Embassy) is concerned with the preparation of market surveys of potentially profitable new markets.

The banking committee furnishes reports on banking, foreign trade, the Budget, United Kingdom-Japan trade, the stock market and fiscal controls. In an economy conspicuous for production of voluminous statistics, this sifting of wheat from chaff and condensation of facts by trained bankers is extremely valuable to the ordinary merchant.

Other committees of the Chamber cover industry, shipping, taxation, insurance, aerospace and cost of living. The Kansai branch of the Chamber serves residents in the Osaka and Kobe areas.

The Chamber is an honorary member of the Association of British Chambers of Commerce and plays an active part in the visit of British trade missions. Regular information bulletins are sent to all members and associated members. A comprehensive trade library is maintained.

Although the Chamber retains a full-time secretary at its offices in central Tokyo, a great deal of work devolves on members as will be recognized from the brief description of its activities. This contribution is gladly made by individuals who have before them the example set by their Japanese opposite numbers.

Much of Japan's success today stems from the high degree of co-

(*Continued at foot of next page*)

Mr. Grant talks to Midland exporters

As ANNOUNCED in last week's issue, Mr. Anthony Grant, Parliamentary Secretary, Board of Trade, visited the Midlands on September 21-22 as part of a series of regional tours. In a statement during the visit Mr. Grant said that he wanted to discuss with businessmen ways in which the Board could help them and in particular to make the flow of export information to industry more efficient, more speedy and more professional.

He said that the Midland office of the Board of Trade in Birmingham had made contact with over 8,500 exporters in the region and they were making 2,500 visits each year to exporters to give advice and information on exporting problems.

Commenting that 12 more Midland firms won the Queen's Award to Industry for exports this year, making a total of 55 Queen's Award winners in the Region since 1966, Mr. Grant said:

'I would like to dispel the impression that only the big firms stand much chance for a Queen's Award to Industry. I feel that other firms could be successful particularly in this area where there are many very active smaller firms. Perhaps they do not apply because they underrate their own achievements. I should like to see more applications from Midland firms. The closing date for the 1971 Awards is October 31, 1970.'

Mr. Grant also addressed the North Staffordshire Chamber of Commerce. (See last week's issue, page 618.) His statement on page 623 of the same issue referred to the Northern Region, not the Midland Region.

Mr. Grant at British Consultants Bureau Seminar

'THE SUPPORT and response from the Bureau's membership is the best possible evidence that this Seminar has a real practical value and represents an effort by the Bureau to meet real needs.' This view was expressed by Mr. Anthony Grant, Parliamentary Secretary, Board of Trade, at the British Consultants Bureau Seminar held at the Institute of Civil Engineers, London, on September 23.

These needs arose directly from the complexity of modern society and the corresponding complexity of modern business requirements, he added.

'Few, if any of us in the professions or in business or politics today, can afford to plough a lonely furrow.'

Quoted Companies (Disclosure of Share Interests) (Exclusions) No. 3 Regulations

THESE REGULATIONS supersede and extend the No. 1 Regulations (SI 1967/1595). The extension effected is the exclusion for the purposes of Section 33 of the Companies Act 1967 of certain interests in shares of a custodian trustee which is the fellow subsidiary of a company carrying on the business of banking or insurance.

Copies of the Regulations, SI 1970 No. 1373, may be obtained from HMSO, price 6d. or 10d. including postage.

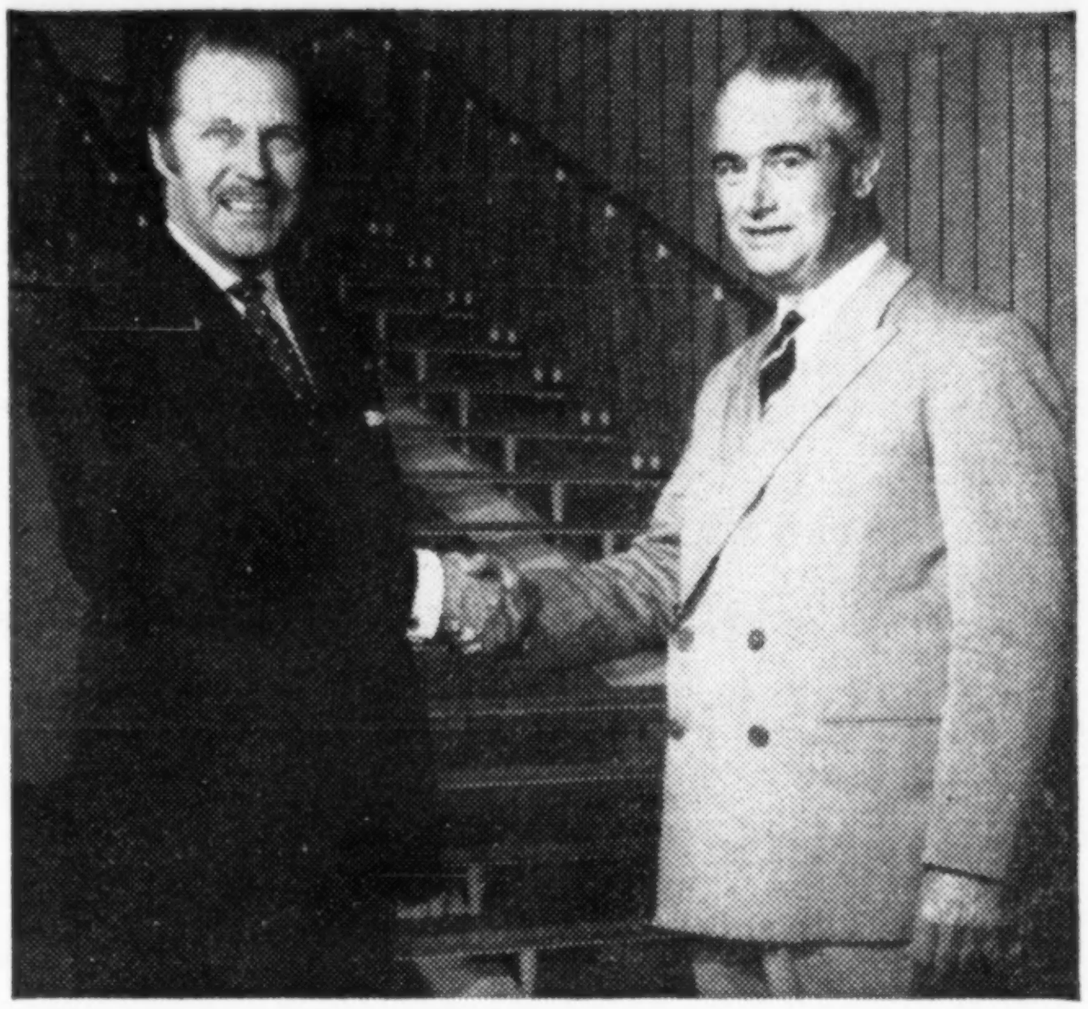
THE BRITISH CHAMBER OF COMMERCE IN JAPAN,
continued

operation exercised among Japanese businessmen and between Japanese commerce and Government. Japan has always set great store by orderly conduct, orderly marketing and group responsibility. Thus the presence of a well supported foreign Chamber of Commerce is appreciated by the authorities and commercial leaders who can thereby have access to well-considered foreign opinion to which they are more sensitive than is often realized.

In parallel, membership of such a body undoubtedly confers upon the individual company an automatic degree of acceptability which the Japanese respect.

Note:

Articles on the British-Swedish Chamber of Commerce and the British-Chilean Chamber of Commerce appeared in the *Board of Trade Journal* of September 3, 1969 and December 17, 1969 respectively.



Mr. Anthony Grant, Parliamentary Secretary, Board of Trade, made a two-day tour of the North East earlier in the month in the course of which he visited Reyrolle Parsons Ltd. at Hebburn. He is shown here being welcomed by Mr. E. T. Judge (right), chairman of Reyrolle Parsons Ltd.

National Film Finance Corporation appointments

MR. MICHAEL NOBLE, President of the Board of Trade, has reappointed Mr. R. A. Clark as Chairman of the National Film Finance Corporation.

The President has also appointed Lord Remnant, Mr. Geoffrey Williams and Mr. Harry Smith to be members of the Board. The appointments are for periods of three years from October 1, 1970.

Mr. John Terry has been reappointed Managing Director of the Corporation.

Sir John Eden opens 37th International Foundry Congress

OPENING THE 37th International Foundry Congress in Brighton on September 21, Sir John Eden, Minister of State (Industry), Ministry of Technology, said, 'The British government firmly believes in international co-operation. We are at this moment negotiating to join the European Economic Community, itself an example of economic, technical and political co-operation between nations. Your own industry has been something of a standard-bearer in this regard.'

He added that it must be a matter for pride both that so many countries were represented 'in your membership' and that for so many years the Congress had been the means through which they have been able to discuss the difficulties and developments affecting the foundry industry.'

Board of Trade report on action taken under the Insurance Companies Acts

THE FIRST part of the 1969 annual report of the Board of Trade concerning 'matters within' the Insurance Companies Acts 1958-67, as required by Section 98 of the Companies Act 1967, was published on September 24, under the title 'Insurance Business'.

This report gives a brief account of the exercise by the Board of Trade of its various functions under the Insurance Companies Acts 1958-67 and a list of companies showing the classes of insurance business which each was authorized on December 31, 1969 to carry on in Great Britain.

Copies of the report may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (price 4s.) or by post from HMSO, PO Box 569, London, S.E.1 (price 4s. 4d.).

Preferences for developing countries: new United Kingdom offer

AT THIS WEEK'S UNCTAD meeting donor countries made their revised offers of preferences for developing countries.

The EEC offer provides for duty free entry of all manufactures and semi-manufactures, but limited in the case of sensitive items by duty free quota ceilings based on past imports with a growth element. The United States offers duty free entry for manufactures and semi-manufactures (and for some primary products) but excludes footwear, petroleum products and most textiles. The Japanese offer, like that of the EEC, is limited by quota ceilings, but provides only for a 50 per cent reduction in the case of certain sensitive goods and has a short list of exceptions. All the major donor countries have lists of processed agricultural products which they are prepared to include in their offer, although in many cases with only a partial reduction in duty.

The text of the statement by the United Kingdom representative follows.

The UNCTAD meeting will re-convene on October 1, when developing countries will give their reactions to the offers.

'The revised proposals which the United Kingdom has tabled today contain a number of significant changes from the provisional proposals tabled last November. At previous sessions of this Committee, most notably at the session last April, my Delegation has emphasized the reservations and conditions we attached to the provisional proposals. In my statement on March 31 I emphasized that we would not be able to maintain that offer as it stood unless the efforts made by other major donor countries were fully comparable.

'The changes that the United Kingdom has decided to make to its provisional proposals are therefore rather different in kind from those of most of the other major donors. I should therefore like to make clear some of the basic considerations underlying these changes and to explain our revised scheme in some detail.

'In my statement at our last sessions I set out the reasons why we attach particular importance to the efforts of the major donor countries being comparable in terms of their scope and coverage. Briefly our reasons were – one – that we should be in a position to satisfy our domestic industry that they were not being called upon to make an unfair contribution when compared with their competitors in other industrialized nations. In addition we were anxious to see that the developing countries of the Commonwealth, which would be asked to share with other developing countries most of their existing tariff advantages in our market, should receive new advantages in their other markets at least equivalent with those they would have to share.

Improved access in other markets

'There is no need for me to expand upon these objectives again. The views of a number of Commonwealth developing countries expressed in the course of our last session made it clear that they also attach great importance to obtaining improved access in other markets to compensate them for any loss of exports in the United Kingdom and other Commonwealth markets which they might result from generalized preferences. Unless improvements were made in the submissions put forward last November by our trading partners, therefore, I made it clear that modifications would have to be made to our proposals in order to ensure that our two objectives would be met adequately.

'I should explain that as regards industrial products that are liable to revenue duties in our market, principally petroleum and cotton textiles our position has not changed: these are still exceptions. However two small items which were also in our original exceptions list are now included in our offer. One of these, haematite and foundry pig iron, was the subject of specific requests by some developing countries. The special condition of reciprocity in the offers of other donors on products in the iron and steel sector has also been dropped.

'The main change made in our proposals is to add to our exceptions list textiles of man-made fibre and wool. For the sake of simplicity we have not attempted to list separately all the tariff headings involved but, instead, we have annexed to our submission a list, extending to 42 tariff headings, within the textile chapters of the tariff which are **not** excepted. A number of the textile products in this list such as carpets and other floor coverings, are of considerable interest to developing countries and have been the subject of requests addressed to us.

'I should point out in case there is any doubt on this question, that with the exception of revenue duty items and of most textiles, the basis of our offer remains duty free entry without restriction. I should add that on a number of the products covered by our offer Commonwealth developing countries have hitherto had to pay a preferential rate of duty in our market. Naturally these countries will also now enjoy duty free entry in our market in respect of these products in the same way as other beneficiaries. The number of such items is not large but some of them are of present or potential value to developing countries.

'The potential effect of the revised proposals which we are offering can be summarized by quoting some trade figures. First our imports from developing countries outside the Commonwealth in 1967 of products in Chapters 25-99 of the Tariff (but leaving out of account the petroleum products) were $689 million. In our proposals all but $17 million – that is 2½ per cent – will be free of duty for all beneficiary countries. Duty free entry under the preferential arrangements will not be subject to any limit other than a general safeguarding clause which we intend to use only exceptionally in cases where serious injury is caused or threatened.

'These figures apply to developing countries outside the Commonwealth. But it must be remembered that we already take large imports of manufactured goods from Commonwealth developing countries In 1967 we imported from them $1,008 million of non-revenue duty goods in the industrial chapters of the tariff and by far the greater proportion of these – over 95 per cent – were duty free under the Commonwealth Preference Arrangements.

'Thus to summarize the figures on the basis of 1967 trade we shall be charging duty on well under 5 per cent of imports in Chapters 25-99 from developing countries. Furthermore there are no quantitative restrictions on any of the imports which will enter duty free under our generalized preference scheme with the exception of certain jute goods.

Position regarding textiles

'Our original illustrative offer envisaged duty free entry for virtually all goods in Chapters 25-99 other than cotton textiles and those on which charges are levied for revenue purposes. We wanted to see a preference scheme that was as comprehensive as possible and we are sorry that other donor countries have not been able to make an offer on textiles that would have justified us in maintaining ours unchanged.

'Because they could not do so and because of the growing uncertainties which surround the future of world trade in textiles, we have been unable to commit ourselves for the present to give preferences for most textiles, although we do offer duty free entry for a number of textile goods including all carpets and floor coverings.

'But this exclusion is not necessarily final. We shall have to see how the situation develops internationally but we still hope that there will be developments affecting world trade in textiles which may enable us, and indeed other developed countries, to reconsider the question later on and to see whether we cannot return to something nearer to our original offer.

'I should add that the treatment of developing countries' textile exports in our market will remain relatively very favourable. The United Kingdom already affords generous access to the textile products of the developing countries. The proportion of domestic market supplied by the exports of such countries has of course long been exceptionally high for the United Kingdom in comparison with other major markets. The United Kingdom has, and will continue to have, no quantitative restraints against developing countries on imports of non-cotton textiles, with the exception only of certain jute products, and with the abandonment at the end of next year of quotas on cottons will be the only major importing country with none on cotton textiles either. We believe that this absence of quantitative restraints of any kind over all main sectors of the textile trade will afford the developing countries excellent opportunities to expand their markets flexibly.

'Let me comment very briefly on the revised positive offer list

(*Continued on next page*)

Visit by British Overseas Commercial representative

THE UNDERMENTIONED Commercial Diplomatic Officer is expected to be in this country shortly, when he will be available for discussion.

UGANDA (Kampala)	D. L. Brown Attache (Commercial)	Available January	In present post since July 1969

British firms and organizations, including those in the areas covered by the Board of Trade offices for the Eastern Region and London (E, EC, N and WC), and the South Eastern Region and London (NW, W, SE and SW), which wish to meet this officer to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Export Director stating the nature of the problem and commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page 1645 of the *Board of Trade Journal* of June 24, 1970). Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

PREFERENCES, *continued*

of procssed agricultural products in Chapters 1-24. We have found it necessary to make a number of deletions from our provisional list. But the offer now tabled – which includes two additional items – provides for preferences on products which accounted for over $29 million of imports in 1967 from developing countries outside the Commonwealth. In the great majority of cases the preference will be duty free entry. A number of the tariff headings deleted from the list have had to be removed for what are really technical reasons. For instance eight headings covered special sugar items which our Customs have said they cannot distinguish from other sugars, the rate of duty on which is governed by the Commonwealth Sugar Agreement. Another two headings have been deleted because duty has been removed on an mfn basis. As everyone will appreciate this is a particularly sensitive field of international trade and we consider that our offer easily bears comparison with those of the other major donor countries.

'One or two additional points in our proposals should be mentioned. We have not proposed the exclusion of any primary products in Chapters 25-99. But as paragraph 5 of our submission explains, we shall have to examine this aspect of our offer in the light of the extent to which other donor countries are prepared to include industrial raw materials in their schemes.

'Our offer also remains subject to our obtaining the necessary waivers from countries in the Commonwealth Preference Area with trade agreement rights to margins of preference on particular items. We are however hopeful that for the most part this will not cause difficulty.

'In concert with other donor countries, the United Kingdom intends to set in motion the legislative process required to give effect to our proposed scheme of generalized preferences. I would hope that if we can begin this final phase soon after this final session of the committee we shall be in a position to bring our arrangements into effect during 1971. But since this process has yet to begin, you will not expect me to be precise as to how long it might take.

'We look forward to the final phase of our consultations with developing countries in this Special Committee that is opening today. It is our hope that the session will concentrate on considering the changes made in the proposals of the donor countries and that the detailed and valuable consultations we held last April will not be duplicated in this session. The aim must now be to settle the details so that a final report can be made to the Trade and Development Board without delay. This is of importance both for the exercise now well under way in New York on the strategy for the Development Decade and also because, as I have already suggested, legislative and administrative processes can be very complicated and need to be started as quickly as possible.

'I hope that in the near future the scheme which I have outlined will afford to developing countries generally a new opportunity of increasing their exports to the United Kingdom market. It is also our hope that developing countries in the Commonwealth will similarly be able to increase their exports to other developed markets. Certainly my country has sought to play a full part in this enterprise.'

TRADE MARKS ACT 1938

The Trade Marks (Amendment) Rules 1970

NOTICE IS HEREBY given in pursuance of sub-section 3 of Section 40 of the Trade Marks Act 1938 that the Board of Trade intend to make Rules under that Act amending the existing Rules by increasing most of the fees payable in respect of trade marks and varying others. Among the changes are increases of £2 in respect of application and registration and £1 in respect of renewal. Copies of the draft Rules may be obtained on and after September 23, 1970 from the Patent Office, Orpington, Kent, BR5 3RD, from the Sale Counter, the Patent Office, 25 Southampton Buildings, London, WC2A 1AY and from HMSO, at the usual addresses, price 1s. 9d. (by post 2s. 1d.).

Any person who desires to make representations for consideration before the Rules are finally settled should do so on or before October 23, 1970. Representations should be addressed to the Comptroller General, Industrial Property and Copyright Department, Board of Trade, 25 Southampton Buildings, Chancery Lane, London, WC2A 1AY.

New Anglo Canadian atomic energy authority agreement

MR. J. LORNE GRAY, President, Atomic Energy of Canada Ltd. and Sir John Hill, Chairman of the United Kingdom Atomic Energy Authority, signed a new collaboration Agreement in London, on September 18. The Agreement provides for the exchange of basic information on a wide range of nuclear topics, and for the exchange of more detailed information on specific subjects to be agreed from time to time between the parties.

Information may be exchanged by the transmission of reports, by visits, conferences and the attachment of staff.

This Agreement replaces an agreement entered into in 1963 and about to expire under which information on heavy water reactors was exchanged.

The signature of the new Agreement took place at the end of a two-day tour by Directors and Officers of Atomic Energy of Canada Ltd., during which the British Fast Reactor station at Dounreay was visited.

Giro going decimal

IN ONE DAY, Saturday February 13, 1971, all Giro's customer balances and standing orders will be converted to decimal currency. On that day the National Giro Centre and all post offices will be closed for business.

When they reopen on D-Day, Monday February 15, 1971, all transactions will be carried out in decimal currency.

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by October 13.

Tariff Heading	Proposed definition for for tariff purposes	Applied for as	Exemption required until	Reference
29.30	Di*iso*cyanatotoluene, mixed isomers, not more than 70% by weight of 2-4-di*iso*-cyanatotolune	As in previous column	December 31, 1970	11257
81.02	Molybdenum flat strip in coils, containing not more than 0·05% by weight of iron and not more than 0·01% by weight of nickel as major impurities, of a thickness of not less than 0·02 millimetre nor more than 0·04 millimetre, and of a width of not less than 1·5 millimetres nor more than 3·3 millimetres	Molybdenum foil and ribbon	December 31, 1970	11188

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1971, on the following items which are at present temporarily exempt from duty.

Tariff Heading	Description	Reference
29.02	Chloropentafluoroethane	6631
29.05	3-Nitrobenzyl alcohol	11317
	4-Nitrobenzyl alcohol	11319
29.08	2 Phenoxyethanol	10597
29.13	Acetovanillone	11320
	Fluorenone	5414
29.14	2-Chlorocinnamic acid	11322
29.16	*m* Coumaric acid	11321
	3; 5-Dimethoxybenzoic acid	11324
	4-Hydroxy-3, 5-dimethoxy cinnamic acid	6566
	Shikimic acid	11316
29.22	4-nitrosodiphenylamine	13378
	Tri (nonafluoro-n-butyl) amine	13320
29.25	3, 5-Dinitro-*o*-toluamide (-$CONH_2$ at 1)	13286
29.35	Brompheniramine hydrogen maleate	13112
	Thiopen	6760

Provisional anti-dumping charge on French new potatoes

THE BOARD OF TRADE have made an Order (the Anti-Dumping (Provisional Charge to Duty (No. 5) (Extension) Order 1970) extending up to and including December 23, 1970, the period of operation of the Order which imposed a provisional charge to anti-dumping duty of 10s. per cwt. on imports of new potatoes originating in France for a period of three months from June 24, 1970.

This charge was imposed pending the completion of a full investigation into the anti-dumping application concerning French new potatoes made by the Potato Marketing Board and the National Farmers Union.

The extension of the period of the provisional charge was requested by importers and exporters of French new potatoes in order that they might have more time to present their case to the Board of Trade.

Copies of the Extension Order are available from HMSO.

Note:

The Provisional Charge to Duty Order will remain in force for a further three months. The total period of six months is the maximum allowed for a provisional charge under the Customs Duties (Dumping and Subsidies) Act 1969 (Section 8 (3)). The Order may be revoked or superseded by an Order imposing a definitive anti-dumping duty (which may be made retrospective to the date of the imposition of the provisional charge but not before). The rate of any retrospective duty cannot be higher than the provisional charge.

A provisional charge is not a duty as such: but security, normally by cash deposit, will be required by HM Customs for the payment of any retrospective duty which may be imposed.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked, the security will be returned. If such an Order is made, the security will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the appropriate repayments will be made.

Import duty on briar pipe bowls to be abolished

THE FULL RATE of import duty on briar pipe bowls with undrilled stems, at present 11 per cent, is to be abolished from October 1, 1970.

Copies of the Order giving effect to this change, the Import Duties (General) (No. 6) Order 1970 (SI 1970 No. 1388) are available from HMSO and branches (price 5d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 9d.).

Consideration of mergers by the DEP

MR. ROBERT CARR, Secretary of State for Employment and Productivity, announced that on the information at present before him it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Proposed acquisition by Mercantile Credit Co. Ltd., of The Astley Industrial Trust Ltd.

Proposed acquisition by National Nederlanden NV of a controlling interest in Orion Insurance Co. Ltd.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Industrial Training Boards

Ceramics, glass and mineral products industry training levy order

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has approved proposals submitted by the Ceramics, Glass and Mineral Products Industry Training Board for a levy on employers within scope of the Board.

Employers in the pottery, glass and associated products industries are to pay a levy equal to 1½ per cent of their payroll in the year ended April 5, 1970, and employers in the other main industries covered by the Board are to pay ¾ per cent.

Establishments concerned with the manufacture of wall tiles, vitreous enamel frit and glass aggregates, or the preparation of materials for pottery manufacture will pay 1.0 per cent.

Employers whose total emoluments are less than £5,000 will be exempt. This is the effect of an Order (SI 1970 No. 1337 HMSO or through any bookseller, price 1s. net), made by Mr. Carr and laid before Parliament on September 21, which came into operation on September 23.

The levy will be used to make grants for the training of managers, graduates, training staff, shop stewards, technologists and technicians, craftsmen, operatives, sales and clerical staff and others and for administrators.

Grant is also available for group training schemes, induction training surveys, attendance at external courses, and for a wide variety of training activities which the Board wishes to encourage. A feature of the Board's proposals this year is the training grant scheme specially designed for small firms which emphasizes the systematic approach to training, and the payment of grants directly related to levy paid.

Provision is made for employers to appeal to independent tribunals against assessment.

Chemical and allied products industry training levy order

MR. BOBERT CARR, Secretary of State for Employment and Productivity, has approved proposals submitted by the Chemical and Allied Products Industry Training Board for a levy on employers within scope of the Board equal to 1.7 per cent of their payroll in the year ended April 5, 1970.

The first £10,000 of employers' total payroll is ignored for assessment purposes and employers with payrolls of less than £10,058 will not be required to pay levy. This is the effect of an Order (SI 1970 No. 1342 HMSO or through any bookseller, price 1s. net), made by Mr. Carr and laid before Parliament on September 21, which came into operation on September 23.

The levy will be used to make grants for external and in-company training for a wide range of occupations including training officers and instructors, managers and supervisors, engineers, technologists, technicians, craftsmen, office workers and operators.

Provision is made for employers to appeal to independent tribunals against assessment.

Iron and steel ITB annual reports: a new approach to grant and levy

A RADICAL change in the Iron and Steel Industry Training Board's approach to levy and grant policy has enabled it to envisage a cut of 75 per cent or more in its levy rate for the current year – from more than £7 million to about £1.6 million.

This is stated in the Board's annual report (HMSO, price 3s. (15p) net) which was published on September 17. It describes how, after detailed consultations and tests, its staff are to operate a more stringent system to assess and rate all branches of company training in terms of how far they meet the standards recommended by the Board.

Road Transport Industry Training Board's rapid progress

IN TWO years, the number of road transport industry employees undergoing training rose by 35,715, or 13 per cent. And in a 12-month period, over four million days were spent in training, or 1.8 per cent of all posssible working days.

These facts are revealed in the Road Transport Industry Training Board's annual report (HMSO, price 10s. (50p) net) which was published on September 17.

Water supply industry training board's new centre helps meet demand for training

FURTHER EDUCATION services and professional institutions do not provide sufficient training facilities to meet the needs of administrative, professional, technical and clerical people in the water supply industry.

This is stated in the annual report of the Water Supply Industry Training Board (Annual report of the Water Supply Industry Training Board, HMSO, price 2s. (10p) net) which was published on September 17. Because of this unsatisfied demand, the Board has allocated half the facilities at its new Northern Regional Training Centre to providing specialist 'modules' designed to fit trainees for the specific tasks they will meet in the industry.

The courses are available at three basic levels which will be compatible with the new technician grades of membership being established by the professional organizations in line with recommendations of the Committee on Technician Courses and Examinations.

Rubber and plastics processing industry training levy order

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has approved proposals submitted by the Rubber and Plastics Processing Industry Training Board for a levy on employers within scope of the Board equal to 0.75 per cent of their payroll in the year ended April 5, 1970. Employers with fewer than 10 employees are to be exempt from the payment of levy. This is the effect of an Order (SI 1970, No. 1343, HMSO or through any bookseller, price 1s. net), made by Mr. Carr and laid before Parliament recently which came into operation on September 25.

The levy will be used to make grants for managers and supervisors; technologists and technicians; operatives; training officers and instructors; craftsmen and shop stewards.

Grant is also available for training provided in smaller companies; sales training; attendance at safety, health and fire courses; office and commercial training and for certain other training activities which the Board wishes to encourage.

Provision is made for employers to appeal to independent tribunals against assessment.

Furniture and timber industry training board: upward swing in group training schemes

THERE HAS BEEN a significant increase in group training schemes in the furniture and timber industries, states the annual report (Annual Report of the Furniture and Timber Industry Training Board, HMSO, price 5s. 6d. net) of the training Board for those industries, published recently.

The increase was from 26 to 44, covering a further 221 establishments and 33,450 employees, 12 per cent of firms within scope of the Board.

Progress was made with the problems encountered by small firms (those with less than 100 workers, which total 89 per cent of the Board's firms) principally by the practical help they could receive by the group training schemes from the Board's area training advisers, and from the results of research projects specially concentrated on these problems.

Future UK participation in the international apprentice competition

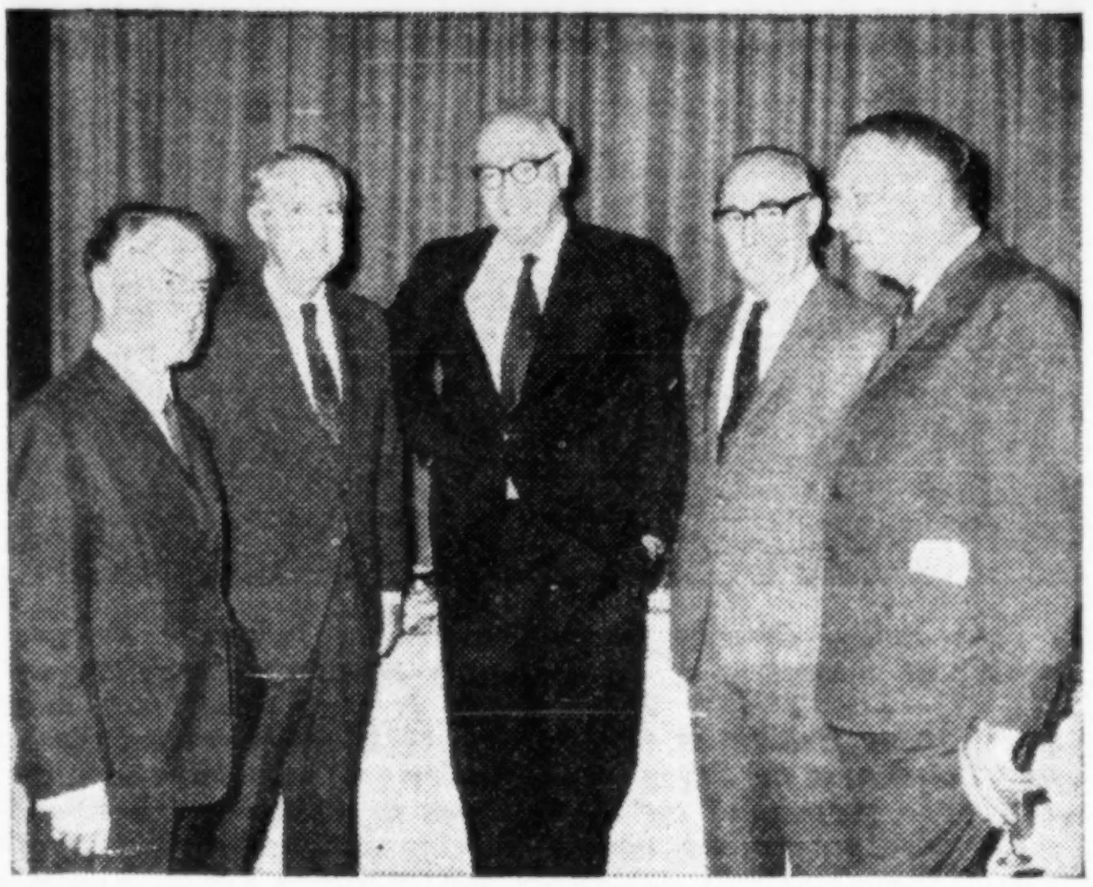
THE GOVERNMENT has decided that it cannot take over financial and administrative responsibility for participation by the United Kingdom in the International Apprentice Competition.

This was announced recently at a meeting of the United Kingdom National Committee, which is currently responsible for organizing United Kingdom participation through the City and Guilds of London Institute.

The decision means that this year's international competition in Tokyo in November may be the last in which the United Kingdom takes part.

There were differing degrees of enthusiasm for the international competition among industrial training boards which had primary responsibility in Britain for raising the quality of training in their industries or groups of industries. The cost of a new Government commitment to financial support for United Kingdom participation in the international competition had also to be considered in the context of the Government's policies on public expenditure.

In all the circumstances Ministers felt they should inform the United Kingdom National Committee of their decision at this stage in order that the committee might be in a position to give the competition's International Council, meeting in November, a considered view on future United Kingdom participation in 1971.



Lord Kearton, chairman of Courtaulds Ltd., was among the guests at a luncheon given by the Northern Ireland Government agent in London, Mr. H. E. Jones, at the Ulster Office, Berkeley Street, September 21, to exchange views on extending industrial development in Northern Ireland. Pictured are (left to right) Mr. J. M. Gouding, managing director, Deyong Golding Ltd.; Mr. W. B. Hirons, managing director, Du Pont Co. (U.K.) Ltd.; Lord Kearton, Mr. H. E. Jones and Mr. C. Purley, chairman, LEC Refrigeration.

New industry for Caerphilly

IT WAS ANNOUNCED on September 10 that Nu-Aire (Contracts) Ltd., of London are to build a prestige factory at Caerphilly, Glamorgan, to which they will transfer the unit manufacturing small units currently operating at their Kings Langley factory. The first phase of the development will be 50,000 sq. ft.

Nu-Aire (Contracts) Ltd., is a member of the manufacturing division of Tack Industries Ltd., which, in addition to operating a number of engineering companies, are the largest sales and management training organization in the country. Because they cannot expand the production facilities at Kings Langley the firm have decided to construct a purpose-built factory in the South Wales Development Area.

The factory, on which building work will start almost immediately, will be erected on the Caerphilly Urban District Council's Western Industrial Estate and is expected to be ready for occupation next spring.

The company have expressed their appreciation of the assistance and co-operation they have received from the Ministry of Technology, the Department of Employment and Producitvity and the Caerphilly Urban District Council during their investigation of possible locations for their project.

New advance factory at Aycliffe

THE ENGLISH INDUSTRIAL ESTATES CORPORATION announced today that a contract worth about £59,000 has been awarded to Derek Crouch Construction Limited of Birtley, for the building of a 15,000 sq. ft. advance factory on the Aycliffe Industrial Estate. Work is expected to commence very shortly and the factory should be ready for occupation by April 1971. Architects for this project are Fennell and Baddiley of Chester-le-Street.

Decimalization: Purchase tax

HM CUSTOMS AND EXCISE have issued a new Public Notice No. 77P to explain how official accounting in decimal currency as from February 15, 1971, will affect purchase tax records, accounts and returns. The notice incorporates the whole new penny conversion table (2s. repeat pattern as recommended by the Decimal Currency Board).

A copy of the notice is being sent to every registered purchase tax trader; additional copies can be obtained from any local Officer of Customs and Excise, whose address can be found in the telephone directory, or from HM Customs and Excise, PT Section 4, Adelaide House, London Bridge, E.C.4.

Aviation and Shipping

ICAO Legal Committee meets in London

MR. FREDERICK CORFIELD, Minister of State, Board of Trade, welcomed delegates at the opening of the 18th session of the Legal Committee of the International Civil Aviation Organization (ICAO), at Lancaster House in London on September 29.

The meeting, to prepare a draft convention on acts of unlawful interference against civil aviation, is being held in London at the invitation of the British Government.

Delegates represent ICAO member countries and observers from a variety of organizations are attending. The British delegation is led by Lord Wilberforce, who has been senior United Kingdom representative on the Legal Committee since 1947; the meeting is planned to last until October 13.

The ICAO Legal Committee has already prepared a draft convention on hijacking which is to be considered by a Diplomatic Conference at the Hague in December. But the serious increase in acts of violence against civil aviation, quite apart from hijacking, led to the calling of an Extraordinary Session of the ICAO Assembly in Montreal last June at which it was decided that a draft convention on other forms of 'unlawful interference' (such as sabotage) should also be prepared by the Legal Committee. This second convention is the subject of the Lancaster House meeting.

The question of whether the Legal Committee should be asked to consider the imposition of sanctions against countries failing to co-operate in measures to prevent hijacking is to be examined shortly by the ICAO Council in Montreal.

TUC discussion with Mintech on Palmers Hebburn Shiprepair Yard

A DEPUTATION from the TUC led by Mr. Victor Feather, CBE (General Secretary) with Mr. George F. Smith (Chairman of the Production Committee), Mr. Pat Fisher (Secretary of the Production Committee) and Mr. M. E. Lloyd, Minister of Technology (Production Department) met Mr. John Davies, on September 17, to discuss the impending closure of Palmers Hebburn Shiprepair Yard by Vickers Limited.

The TUC representatives expressed anxiety about the effects of the possible loss of jobs for some 750 workers and staff. They asked the Government to take steps to keep this modern and well equipped yard in operation in the interests of maintaining employment in the district, particularly in the light of the future of the shipbuilding and shiprepairing industries.

The Minister expressed concern about the present employment position in the North East, but explained the Government's view that the problems of the region would best be solved by the development of the Government's regional policies and the strengthening of the whole economy.

In the circumstances the Government did not consider it right to provide continuing subsidies for the yard, which had been kept open from the end of June pending the receipt of advice from the Shipbuilding and Shiprepairing Council by means of Government financial assistance.

Offer of industrial design bursaries 1970

A BROCHURE containing particulars of The Royal Society of Arts Industrial Design Competition 1970, is now available from The Royal Society of Arts, John Adam Street, Adelphi, London, W.C.2.

The total value of the industrial design bursaries offered for award is £12,320. The closing date for receipt of entry forms is October 12, 1970.

ECGD backs £1.4 million contract

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of an S.D.14 general cargo vessel of 14,910 tons deadweight, worth approximately £1.4 million, for Liberia.

The vessel, which will be owned by Northern Star Navigation Corporation of Monrovia, is being built by Austin & Pickersgill Ltd. of Sunderland and is scheduled for delivery in the autumn of 1972.

A loan, for 80 per cent of the contract value, is being made available by Hill Samuel & Co. Ltd. who are acting on behalf of a syndicate of banks comprising Glyn Mills & Co. and Lloyds Bank Ltd., and is repayable over a period of eight years scheduled date of delivery.

New weights regulations

NEW REGULATIONS made by the Board of Trade to consolidate and simplify the existing weights regulations come into operation today (September 30).

The regulations will provide for the manufacture and use for trade of an internationally accepted form of metric weights and for the use of an alternative series of five metric weights (100g, 200g, 500g, 1kg and 2kg) with a distinctive hexagonal shape for retail trade and disc weights designed for the pharmacy trade. Existing weights can continue in use provided they remain accurate.

Copies of the regulations, *The Weights Regulations* 1970 (*SI* 1970 *No.* 1370) are available from Her Majesty's Stationery Office and branches (price 1s. 9d.) or by post from HMSO, PO Box 569, London, SE1 (price 2s. 1d).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has* 20 *local offices in various parts of the United Kingdom. A list is given on page xix of August* 19 *issue of* **the** Board of Trade Journal.

SHIRLAW, ALLAN & CO., Auctioneers, Hamilton.

DUNCAN LOGAN CONSTRUCTION LTD. (In liquidation)
THE LOGAN-MARPLES RIDGWAY KINGSTON BRIDGE JOINT VENTURE

Important two day's Sale by Auction of Civil Engineering and Building Contractors' Plant and Equipment and Motor Vehicles

Excavators, Tractor Shovels, Tractors, Air Compressors, Road Rollers, Dumpers, Concrete Mixers, Concrete Pump, Pumps, Arrow Hammer, S.G.M.E. Concrete Finisher, Piling Hammers, Lighting Sets, Concrete Batching Plant, Tower Cranes, Mobile Cranes, Space Heaters, Bridge Lifting Hydraulic Pumps and Jacks, large selection of Non-mechanical Plant and Builders' Materials, 300 tons Steel H Beams and Light Sections, Mobile Site Toilets and Living Vans, Engineering and Welding Plant and Equipment, Woodworking Machines, Electric Motors, Fork-lift Trucks, 3 A.E.C. 10-yard Dumptrucks, 32 Commercial and Private Vehicles, Modern Office Equipment, Surveying Instruments, etc.

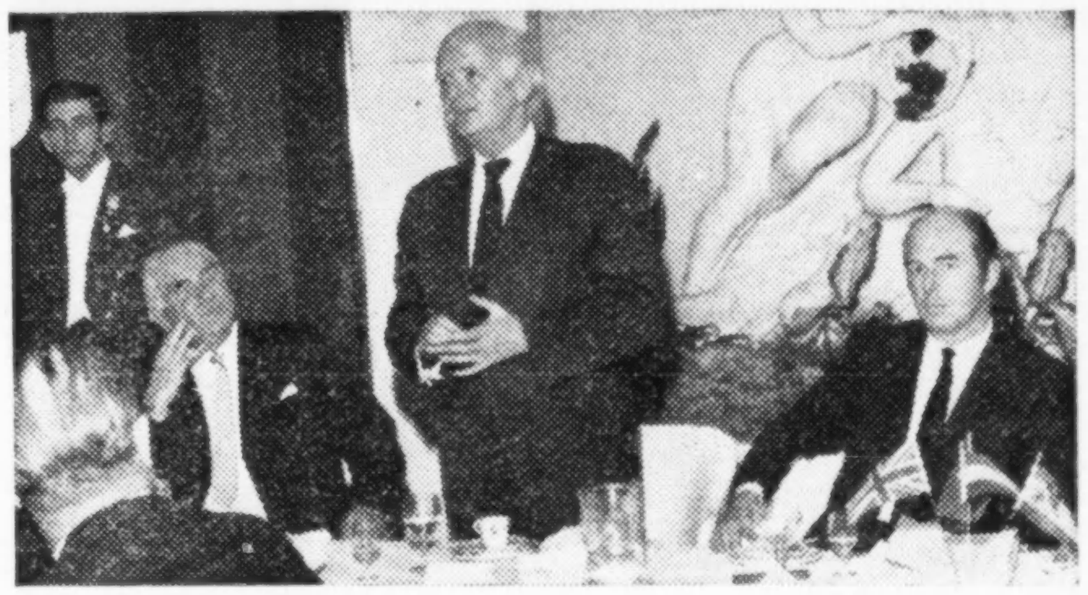
AT PLANT DEPOT, WOODHEAD ROAD, MUIRHEAD, GLASGOW

on Wednesday, 7th and Thursday, 8th October, 1970 at 10.30 a.m. prompt each day

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from Alexander McKellar, Esq., C.A., and David Bruce, Esq., C.A., 100 Wellington Street, Glasgow, C.2, Joint Liquidators of Duncan Logan Construction Ltd., and also on behalf of The Logan-Marples Ridgway Kingston Bridge Joint Venture, due to completion of Contract, to Sell, by Auction, as above.

ON VIEW DAY PRIOR TO SALE.
CATALOGUES FROM AUCTIONEERS.

Hamilton, September 1970. Tel. No.: Hamilton 23063.



Sir Paul Reilly, Director of the Council of Industrial Design, speaking at a meeting of the Honorary Advisory Committee of IPEX '71 – The Twelfth International Printing Machinery and Allied Trades Exhibition (July 13-24, 1971, *Olympia and Earls Court, London) at the Savoy Hotel, London on Wednesday, September* 16. *The purpose of the meeting was to discuss and illustrate the extensive promotional campaign being mounted on behalf of the exhibition. Stand space reserved by exhibitors is already some* 70,000 *square feet greater than that occupied at the previous IPEX in* 1963, *with* 547 *exhibitors including* 222 *from overseas representing* 21 *countries. IPEX '71 is promoted by the British Printing Machinery Association Ltd., in co-operation with EUMAPRINT and is organized by Industrial and Trade Fairs Ltd.*

NRDC: a year of continued expansion

THE NATIONAL Research Development Corporation's support for British research and development is as pertinent to the present national environment as it has been in the past, says the Corporation in its 21st annual report, published on September 22.

It points out that other countries have followed Britain's lead and established NRDC-like bodies of their own – France being the most recent country to do so.

Last year, which saw the 21st anniversary of the legislation which established the Corporation, and also the pre-election publication of the Minister of Technology's proposal to include NRDC in a new British Research and Development Corporation, was one of continued expansion.

For the second year running NRDC – best known for its involvement in such inventions as hovercraft, carbon fibres, fuel cells, computers, and the antibiotic drug cephalosporin – made a small surplus on its revenue account, and comments: 'The overall picture is not unsatisfactory considering the high risk element in much of the business underwritten.'

The Corporation invested more money in projects than ever before, £5.6 million compared with £3.6 million, and earned a record £4.2 million in income, a high proportion of which was in foreign currency. Its forward commitment on projects amounts to £12.3 million and administrative costs were £1 million.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-Matter
	August 16, 1970	
920,784	Pressed Steel Company Ltd.	Controls pedals for vehicles
	September 3, 1970	
857,376	Standard Telephones and Cables Ltd.	Manufacture of insulated electric cable
1,019,991	Standard Telephones and Cables Ltd.	Radio receiver including a monitoring circuit
1,086,800	Standard Telephones and Cables Ltd.	Injection laser
1,087,688	Standard Telephones and Cables Ltd.	Improved method of semi-conductor die soldering
1,098,564	Standard Telephones and Cables Ltd.	A method for producing gallium arsenide devices
1,109,268	Standard Telephones and Cables Ltd.	An electrical circuit for transferring an amplitude modulation from one time position in a time division multiplex cycle to another time position in a time division multiplex cyclex

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE.
Comptroller

The Patent Office

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
October 6-8	Miscellaneous stores	Regional Depot RAOC, Hereford	Russell Baldwin & Bright (Dept. L), 20-21 King Street, Hereford (Tel. 0432 4366)

Coles mobile crane; Austin Gipsys; fork lift trucks; Brockhouse trailers; Meadows and other generating sets; diesel engines; fuel and other tanks; generator test benches; rectifiers; battery chargers; felling and other axes; vices; jacks; small tools; metal pallets; electric cable; tyres; sirens; steel chests; aluminium extending ladders; plastic and tarpaulin sheets; electronic valves; AR88 and other radio receivers; oscilloscopes; oscillographs; tape recorders; cameras; compasses; watches; aircraft inverters; fuel pumps; voltage regulators and other electrical equipment and spares; aircraft film and cameras; first aid equipment; wireless, signal and electrical spares; camp beds and camping equipment; fold flat and other tables; wardrobes; chairs; chests of drawers; other furniture; carpets; white and coloured blankets; kitbags; large quantities of vests and drawers; tank oversuits; raincoats; khaki shirts and other clothing; ground sheets; scrap canvas; rags and webbing; also a large collection of miscellaneous stores

October 13	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1 (Tel. 041-554 2447)

Austin 1-ton trucks; Bedford 3-ton truck; industrial fork lift trucks; generating sets; flight deck tractor; workshop equipment; electric cable; electrical and hydraulic equipment; aircraft wheels; neoprene covers; wooden and metal boxes; miscellaneous household and office furniture; 4½ tons cotton pickings; kitchen equipment; clothing including boots, vests, caps, socks, scarves, ties, blue serge trousers and jackets, while drill trousers and jumpers; seamen's white and blue jerseys, etc.; machine tools and large quantities of miscellaneous stores.

October 28	Miscellaneous stores	RAF, Stradishall, Newmarket, Suffolk	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester (Tel. 73171)

Large selection of furniture, some of which will be offered in single and small lots to suit individuals and small dealers; crockery and cutlery (ex-officers mess); fire fighting equipment including delivery and suction hose; plastic sheeting 160 ft. by 90 ft.; 10 tons scrap rubber; tyres, with high nylon content women's shoes, berets and raincoats; denim blouses and trousers; blue CD trousers; first aid and rescue equipment; fleece coat linings; rubber boots; ankle; boots; trailer mounted welding shops; centrifugal water pumping sets; concrete vibrators; smooth drum rollers; paints, dopes and thinners; varnish and adhesives; large selection of other miscellaneous items of stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

SALES BY TENDER

MACHINE TOOLS

Horizontal borer; bench, pillar and radial drills; broach; universal and tool grinders; capstan, turret and centre lathes; horizontal, vertical and universal millers; press; engraving, sawing, shaping, sheet metalworking and woodworking machines, etc. Located at Gosport, Hants. Permission to view on presentation of Tender Forms only, obtainable from Ministry of Defence, Directorate of Sales (Supply), (Sales (S) 6 a iv), First Avenue House, High Holborn, London, WCIV 6HE. Tenders must be returned by 10 a.m. on October 22 and November 17, 1970.

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
October 6	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Vacant, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Import/Export Profit-Spinner or Expensive Headache?

Importing and Exporting can be profitable enterprises. They can also be expensive headaches. Substantial financial backing is usually required. Sound counsel is needed to cut paper work, expedite shipments, minimise credit and political risks. That's why the Importer/Exporter needs more than a banker. He needs a partner. If you would like to talk with one of *our* partners, why not contact Franklin Colborn, a Director of the Bank. He will be pleased to explain our approach to international trade..

Dalton, Barton and Company Limited
BANKERS
HYDE PARK HOUSE, 60 KNIGHTSBRIDGE, LONDON SW1. TEL 01-235 8866

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumer's Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Slected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,758		21,757	20,125	20,087	11,372	4,907	1,070	994	944	1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	116	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	133	119	127	117	385	263	47	31
1966	110	113·2	122	120	108	100	124	142	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101	133	139	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	104	140	151	143	144	142	157	23	75	41
1969	117	122·9	142	142	113	103	135	163	146	131	131	276	194	–17	36
1968															
2nd quarter	114	118·8	133	131	110	102	137	123	135	147	143	71	39	26	– 9
3rd quarter	116	120·7	135	135	112	103	138	129	143	144	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104	145	146	159	141	141	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102	132	124	136	136	133	96	104	1	9
2nd quarter	116	123·3	140	141	113	104	133	136	145	129	129	65	33	– 3	—
3rd quarter	118	123·2	142	143	113	103	136	141	152	132	130	23	–12	– 6	10
4th quarter	119	123·5	146	146	114	103	136	140	152	126	134	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103	132	138	140	115	128	–24	45	– 7	–41
2nd quarter	119	122·5			116	104	138	145 p	154 p			87	50 p	11 p	7
1970															
February		124				104									
March		125				103									
April		125				103									
May		121				105									
June		123				105									
July		122 p				104									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and service)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-monthly or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in Thousands			1963	1963	series in £ million
£m. in base										4,983	4,365	
1964	119	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	115	113	–77
1966	118	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	104	125·7	*5·6*	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	*5·6*	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	*6·2*	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	*5·0*	130·1	121·6	209·0	561	192		172	180	153
2nd quarter	122 p	139·5	*5·8*	129·2	123·6	213·8	563	187		183	182	53
3rd quarter							592 p	185 p				
1970												
March	119	137·0	*5·1*	130·8	120·6	211·1	567	188		176	185	
April	119 p	139·1	*5·6*	130·4	122·9	211·8	567	188		180	187	
May	119 p	139·5	*6·1*	129·3	123·6	214·3	560	187		176	174	
June	122 p	139·9	*5·9*	128·0	124·2	215·4	561	187		192	185	
July	125 p	140·9	*6·7*	127·5 p	124·8 p	217·1	593	186		143	185	
August		140·8	*6·8*	126·2 p	125·2 p	219·2	593	184		195 p	140 p	
September							589 p	187 p				

† Not seasonally adjusted

World exports of manufactures in 1969

THE DOLLAR VALUE of exports of manufactured goods by the 12 main manufacturing countries increased more sharply in 1969 than in any year since 1951. The increase, of some 17 per cent, followed a rise of 15 per cent in 1968 and was about 7 percentage points above the trend rate of growth for the decade 1958-68. The average value per unit of exports of manufactures by the 12 countries, which increased on average by only about 1 per cent per annum between 1958 and 1968, is estimated to have risen by about 4 per cent last year. In consequence, the increase in the volume of exports was about 13 per cent. This was lower than the 16 per cent volume increase recorded in 1968, though still some 4 percentage points above the 1958-68 trend rate of growth and about twice as great as the increase in the volume of industrial production in the industrial countries in 1969.

The rapid growth in the value of manufactured exports last year owed much to a further increase in the rate of expansion in exports to the EEC, which grew by 26 per cent (inclusive of EEC intra-trade) as compared with 17 per cent in 1968. Trade between the EEC countries continued to grow more rapidly last year than their imports from the rest of the world with a rise of 27 per cent. The 12 main manufacturing countries' exports of manufactures excluding intra-EEC exports increased in value by rather less than 15 per cent, much the same as in the preceding year. Main manufacturing countries' exports to Japan grew more than twice as rapidly in 1969 as in the previous year, and there was also a sharp increase in the rate of expansion of exports to EFTA. However, the rate of growth of exports to the United States fell to 12 per cent from 30 per cent in 1968.

Primary producer's demand for manufactured goods, although much more buoyant than on average over the past decade, continued to grow more slowly than demand in industrial countries. Exports of manufactures to the non-OECD sterling area and to Latin America increased by 10 per cent, those to the Sino-Soviet bloc by 16 per cent, and those to other primary producers by 14 per cent. The increase of about 16 per cent in United Kingdom exports of manufactured goods in 1969 was close to the average of 17 per cent for all main manufacturing countries, and a little faster than the average exclusive of EEC intra-trade. In consequence, the United Kingdom's share in the 12 countries' exports, at 11.2 per cent, was virtually the same as in 1968. This was in marked contrast to experience in earlier years of rapid growth in world trade, when the United Kingdom's share had tended to fall sharply. The value of exports from each of the main manufacturing countries except Italy grew more rapidly in 1969 than on average over the preceding decade, the sharpest increases of from 22 to 24 per cent being recorded by Belgium-Luxembourg, Japan and the Netherlands. The continued fast growth in Japanese exports of manufactures is reflected in the further strong increase in Japan's share of total (Table 3). The German Federal Republic, whose exports were 18 per cent greater in value than in 1968, replaced the United States as the leading world exporter of manufactured goods (Table 8).

Growth in volume and value in US $ of exports of manufactures

	Growth rates, per cent per annum, 1958-68		Percentage increases on preceding years			
			1968		1969	
	Value	Volume	Value	Volume	Value	Volume
United Kingdom	6	4	7	14	16	13
German Federal Republic	11	9	14	16	18	14 p
France	9	8	11	10	17	16
Italy	17	17	20	23	17	11 p
United States	9	6	14	12	12	8
Canada	12	12	25	19	16	12
Japan	17	18	25	24	23	17
Main manufacturing countries	10	9	15	16	17	13 p

NOTES TO TABLES

(a) Excluding United States Special Category exports (see Definitions).

(b) Figures for 1960, 1961 and 1962 are partly estimated.

This is the latest in a series of articles appearing annually in the Board of Trade Journal. *It provides more detailed tables and analysis of trade in manufactured goods than the article on industrial countries' total trade and production in* 1969, *published in the* Board of Trade Journal *on May* 6, 1970. *Supplementary information on the development of world trade in manufactured goods, in the form of an analysis of the commodity pattern of exports to various markets by each of the main manufacturing countries, is available on written request to Statistics Division (Room D39), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4*

Exports to industrial countries

A continuing feature of trade in manufactured goods has been the strong growth in inter-trade of products between manufacturing countries. As a consequence, some 71 per cent of all exports of manufactures in 1969 went to industrial countries, as compared with 60 per cent a decade earlier. Last year the dollar value of this trade increased somewhat more sharply even than in 1968, with a rise of 19 per cent. As United Kingdom exports of manufactures to the industrial countries rose by 17 per cent, the United Kingdom share remained virtually unchanged at 9.6 per cent. United Kingdom exports of chemicals, textiles, transport equipment and miscellaneous manufactured goods to industrial markets increased as fast or faster than those by all main manufacturing countries, but there were below average increases in base metals and miscellaneous metal manufactures and non-electrical machinery.

The rate of growth of main manufacturing countries' exports to the *United States* slowed down considerably from 30 per cent in 1968 to 12 per cent in 1969. About half of the increase in 1969 was due to the continued expansion of exports from Canada, mainly in the transport equipment category, and much of the remainder to a further marked rise in those from Japan. After strong growth in this market in 1968, exports from the EEC countries to the United States were only 3 per cent greater in 1969, and those from the United Kingdom rose by only 2 per cent. In some measure, the decreased rate of growth across Atlantic routes in 1969 reflected the rise in deliveries in the latter part of 1968 in anticipation of the long expected dock strike on the eastern seaboard of the United States, which markedly reduced exports to that market in the early months of last year. The distortion to British exports caused by the dock strikes in the United Kingdom in the latter part of 1967 also inflated the 1968 deliveries and affected the year on year growth in 1969. United Kingdom exports to the United States of electrical machinery, transport equipment, and miscellaneous manufactured goods recorded increases of from 11 to 13 per cent last year, while those of chemicals advanced by 5 per cent. These increases were, however, offset by declines in exports of textiles, base metals and metal manufactures and non-electric machinery.

Percentage increases in value of exports in US $ between 1968 and 1969

(Analysis by markets in industrial countries)

Market \ Exporter	United Kingdom	EEC	United States	Canada	Japan	Main manufacturing countries
United Kingdom	—	11	11	-9	—	7
Continental EFTA	25	19	7	18	-3	18
EEC	20	27	20	20	46	26
United States	2	3	—	19	22	12
Canada	17	16	13	—	44	15
Japan	31	17	31	24	—	27
Industrial countries	17	21	16	17	25	19

Exports of manufactures to *Canada* last year were 15 per cent greater in value than in 1968. Shipments to Canada from the United Kingdom and the EEC increased at a little above the average rate for all main manufacturing countries, and there was a

very sharp rise in those from Japan. On the other hand, exports from the United States, accounting for 80 per cent of the main manufacturing countries' total, were only 13 per cent greater than a year earlier. The *Japanese* market for exports of manufactures, which has shown an almost five-fold expansion over the past decade, grew by 27 per cent in 1969. Exports to Japan by the United States, easily the largest supplier, and the United Kingdom, which has about 10 per cent of the market, both rose by 31 per cent.

The *EEC countries* provided a market for 29 per cent of all export of manufactures by the main manufacturing countries in 1969, as compared with 19 per cent a decade earlier. This increase in importance owed much to the growth of trade between the EEC countries themselves, which rose in value rather more than five times between 1959 and 1969. EEC intra-trade expanded by some 27 per cent in 1969, the growth in individual countries' exports within the Community ranging from 30 per cent for Belgium-Luxembourg to 25 per cent for Italy. United Kingdom exports to the EEC rose by 20 per cent. This was a little below the average for the principal non-EEC suppliers, though in the fields of chemicals, electrical machinery and miscellaneous manufactured goods our exports grew faster than those of our main non-EEC competitors. In fact, United Kingdom exports of electrical machinery to the EEC also grew more rapidly than those of any of the EEC countries themselves except France.

The *Continental EFTA countries* have grown significantly in importance as markets for United Kingdom exports of manufactures over the past decade, taking 14 per cent of the total in 1969 as compared with 10 per cent in 1959. United Kingdom exports of manufactures to Continental EFTA increased by 25 per cent last year, while those of all main manufacturing countries combined rose by only 18 per cent. Our share of these exports thus increased to over 15 per cent.

Exports to primary producing countries

Main manufacturing countries' exports of manufactures to primary producing countries in 1969 were 12 per cent greater in value than in the previous year, about the same rate of increase as recorded in 1968. Exports to the non-OECD sterling area and the Sino-Soviet bloc rose more rapidly than in 1968, but there was some reduction in the rate of growth of those to Latin America and other primary producers.

After declining for three successive years, United Kingdom exports of manufactures to the *non-OECD sterling area* rose by 12 per cent in 1969. This was about 2 percentage points greater than the increase in exports by the main manufacturing countries as a whole, and the United Kingdom's share in this trade rose to almost 28 per cent of the total. EEC exports, accounting for a further 24 per cent of all exports to the market increased by some 10 per cent while those by Japan rose by 23 per cent. On the other hand, exports from the United States remained at virtually the same level as in 1968. United Kingdom exports of chemicals and transport equipment to the non-OECD sterling area grew much faster than those of competitor countries last year, while exports of base metals and metal manufactures also increased at above the average rate for all 12 manufacturing countries.

Percentage increases in value of exports in US $ between 1968 and 1969

(Analysis by markets among primary producers)

Market \ Exporter	United Kingdom	EEC	United States	Japan	Main manufacturing countries
Non-OECD Sterling area	12	10	—	23	10
Latin America	10	11	6	32	10
Sino-Soviet bloc	10	12	78	31	16
Other countries	21	12	8	17	14
Primary producers	13	11	5	21	12

The expansion of 10 per cent in main manufacturing countries' exports of manufactures to Latin America in 1969 mainly reflected further increases in shipments from the United States and the EEC, which accounted respectively for 47 per cent and 28 per cent of total exports to the market. Exports from Japan, although of considerably less importance, rose by 32 per cent, and those from the United Kingdom by 10 per cent.

Exports of manufactured goods to the Sino-Soviet bloc last year were 16 per cent greater in dollar value than in 1968. The bulk of the increase was in exports from the EEC, largely owing to a 15 per cent rise in shipments from the German Federal Republic. The United Kingdom's exports expanded by 10 per cent.

Commodity pattern of exports

The rates of growth of main manufacturing countries' exports in each of these seven main commodity groups (chemicals, textiles, base metals and metal manufactures, non-electrical machinery, electric machinery, transport equipment, miscellaneous manufactures) distinguished in this article were appreciably greater in 1969 than on average over the preceding decade. Except in the case of chemicals and transport equipment, they were also greater than in 1968. The increase in the dollar value of Unietd Kingdom exports in these commodity classes was, without exception, significantly more rapid than either in 1968 or on average over the period 1958-68. United Kingdom exports of chemicals, textiles, transport equipment and miscellaneous manufactures increased last year at rates close to or above the average for all main manufacturing countries, and those of base metals and miscellaneous metal manufactures and non-electrical machinery at rates a little below the average.

Percentage increases in value of exports in US $ between 1968 and 1969

(Cmodmoity analysis)

Commodity \ Exporter	United Kingdom	EEC	United States	Canada	Japan	Main manufacturing countries
Chemicals	14	16	3	12	26	14
Textiles	17	18	10	9	15	16
Base metals and manufactures	13	16	29	-5	25	16
Non-electrical machinery	12	16	13	18	32	16
Electrical machinery	14	22	17	11	31	21
Transport equipment	17	23	6	29	18	18
Miscellaneous manufactures	21	21	15	16	20	19
All manufactured goods	16	19	12	16	23	17

Main manufacturing countries' exports of *transport equipment* increased by 18 per cent last year. This was a slower rate of expansion than in 1968, but above the average of 11 per cent per annum for the decade 1958-68. Just over half the increase in 1969 was due to a further expansion of 23 per cent in exports from the EEC countries. Canadian exports, although growing more slowly than in the previous three years, also recorded an appreciable increase. The dollar value of United Kingdom exports of transport equipment in 1969 was 17 per cent greater than in the preceding year, as compared with an average growth of 3 per cent per annum between 1958 and 1968. United Kingdom exports to the European OECD countries and North America increased more slowly than the average for all main manufacturing countries, but those to the non-OECD sterling area rose at more than twice the average rate.

The increase of 21 per cent in main manufacturing countries' exports of *electrical machinery, apparatus and appliances* in 1969 mainly reflected strong expansion in shipments from the EEC, Japan and the United States. The growth of 14 per cent in United Kingdom exports, although smaller than that of each of the other main manufacturing countries except Canada, was nevertheless substantially greater than in 1968 and much above the average of 5 per cent per annum for 1958-68. United Kingdom exports of electrical machinery to the European OECD countries showed a particularly striking increase of 35 per cent, 9 percentage points above the average for exports by all the main manufacturing countries.

Exports of *non-electrical machinery* from each of the main exporting countries grew more sharply last year than in 1968, the most pronounced increases being recorded by Japan (32 per cent), Canada and Switzerland (18 per cent) and the EEC countries (16 per cent). United Kingdom exports advanced by 12 per cent, or more than twice as fast as on average between 1959 and 1969. United Kingdom exports to the European OECD countries showed an increase of 28 per cent, but those to primary producers rose by only 7 per cent.

Main manufacturing countries' exports of *chemicals* in 1969 were 14 per cent greater in value than in the previous year, a slightly slower rate of expansion than in 1968, but above the long-term average of 11 per cent. United Kingdom exports shared fully

(Continued on next page)

WORLD EXPORTS OF MANUFACTURES, *continued*

in the growth of trade in 1969, increasing more sharply than in any year in the past decade. United Kingdom exports to primary producing countries rose by 10 per cent, or almost twice as fast as the average for all main manufacturing countries, while those to industrial countries increased at the main manufacturing countries' average rate of 18 per cent. Exports of chemicals from the German Federal Republic increased by 15 per cent last year, displacing the United States as the leading world supplier.

United Kingdom exports of *textiles* rose in value by almost 17 per cent in 1969, while those by all main manufacturing countries increased by a little over 16 per cent. The rates of growth of United Kingdom exports to the European OECD and primary producers compared favourably with those of competitor countries, but there was only limited expansion in exports to the relatively less important North American market.

Total exports of *base metals and miscellaneous metal manufactures* by the main manufacturing countries in 1969 were 16 per cent above the preceding year's level, having increased by 12 per cent in 1968. United States exports advanced 29 per cent, those from Japan by 25 per cent, and those from the EEC countries by 16 per cent. While United Kingdom exports to the United States declined, they fared better than those of other main manufacturing countries in the European OECD and the non-OECD sterling area, and showed an overall increase of some 13 per cent.

DEFINITIONS

Areas

In this article the *main manufacturing countries* are defined as the United Kingdom, the members of the European Economic Community (i.e. the German Federal Republic, France, Italy, Belgium-Luxembourg and the Netherlands), Sweden, Switzerland, the United States, Canada and Japan. In 1968 these countries supplied 86 per cent of all exports of manufactured goods (excluding exports by the Sino-Soviet Bloc).

France includes the Saar up to June 1959. The *German Federal Republic* includes the Saar from July 1959.

The *European Free Trade Association* comprises the United Kingdom, Austria, Denmark, Finland, Norway, Portugal, Sweden and Switzerland. *Continental EFTA* excludes the United Kingdom. The *European* OECD countries are the members of the EEC and of EFTA, plus Spain, Greece, Turkey, Iceland and the Irish Republic.

The term *industrial countries* is used to describe all members of the OECD – the European OECD countries plus the United States, Canada and Japan. All other countries (including the Sino-Soviet Bloc) are referred to as *primary producing countries*.

The *Sino-Soviet Bloc* includes the Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, the People's Republic of China, North Korea and North Vietnam. *Latin America* comprises the 20 republics listed under this heading in the Overseas Trade Statistics of the United Kingdom.

The *non-OECD sterling area* is the sterling area less the United Kingdom, Iceland and the Irish Republic. Rhodesia is included in the sterling area until 1965, but in 'other countries' in 1966, with resulting discontinuities in the series. (The percentage changes in exports to these markets in 1966 which are shown in the tables were calculated on a consistent basis by first making similar adjustments to the figures for 1965.)

Manufactures

Manufactures or *manufactured goods* are the products defined by Sections 5 to 8 inclusive of the Standard International Trade Classification (Revised). Figures for 1960 and earlier years are not always fully comparable with later figures.

'Special category'

The figures of United States exports (and hence of exports from The main manufacturing countries in total) exclude *'Special Category'* exports, for which detailed information on countries of destination is withheld by the United States authorities. The removal of certain classes of goods from the Special Category has given rise to discontinuities in many series. In most cases the discontinuity occurs between 1961 and 1962, but in a few of the detailed commodity categories in Table 8 it occurs between 1964 and 1965. Some of the commodity classes in Table 8 are unaffected by the discontinuity.

Growth rates

The growth rates for the decade 1958-68 shown in the tables were obtained from the antilogarithms of the slopes of straight lines fitted by least squares to the logarithms of the annual values of exports, with time as the independent variable.

Table 1. Exports of manufactures and industrial production

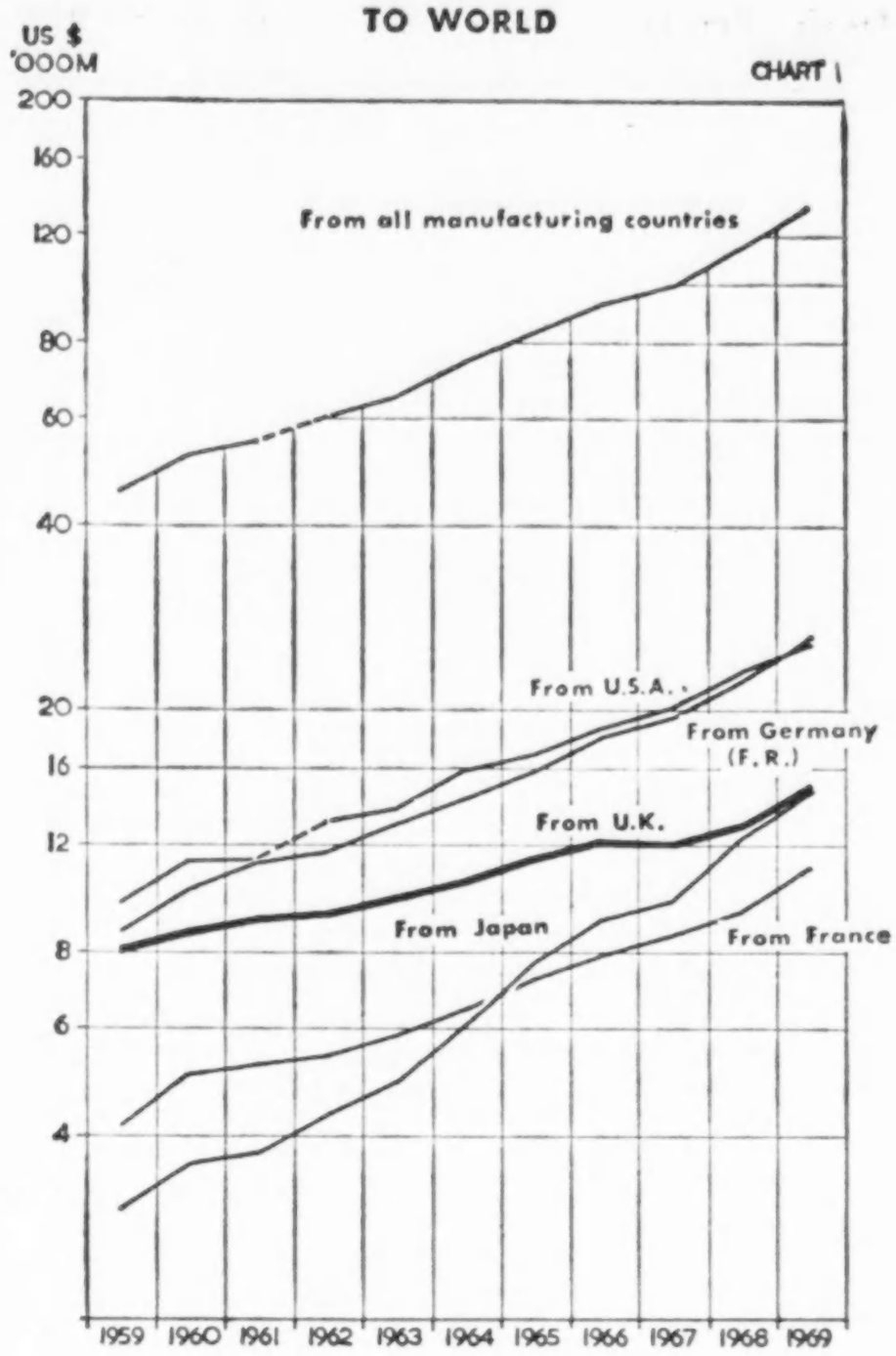
	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969
Main manufacturing countries' exports of manufactures (a):											
Value (US $ thousand million)	45·6	52·6	55·5	60·1	65·2	74·3	83·0	92·9	99·5	114·5	134·1
Volume (1963 = 100)	74	84	87	93	100	113	124	135	143	166	188
Industrial countries' industrial production:											
Volume (1963 = 100)	81	86	89	95	100	108	115	123	126	135	144

Table 2. Exports of manufactures and industrial production

	Percentage increase on preceding year											Growth rates, per cent per annum, 1958-68	Value, US $ million, 1969
	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969		
DOLLAR VALUE OF EXPORTS OF MANUFACTURES													
United Kingdom	6	6½	5	2½	7	6	8½	7	–1½	7½	15½	6	15,012
Belgium-Luxembourg	9½	14½	3½	10	10	18½	15	7½	2½	16½	23½	11	8,281
German Federal Republic	11½	17	10½	4½	10	11½	10½	13	8	14½	17½	11	26,220
France	15½	21½	3	3½	8	11	13	8½	6	11	17½	9½	11,022
Italy	16½	34½	16½	11½	10½	20	20½	14½	9	20	16½	16½	9,776
Netherlands	16	12	9	6½	10½	23	9½	9½	6½	15	21½	12	5,945
TOTAL EEC	13	19	9	6	9½	14½	13	11½	7	15	18½	11	61,244
EEC INTRA-TRADE	20	29½	19	16½	19	17	12½	13½	5	18½	27½	16½	27,677
Sweden	8	18	12	11	10	14	10	11½	9	9½	17½	11½	4,278
Switzerland	8½	11½	9	8½	8	9½	12	10½	6½	13	17	10	4,203
United States (a)	–1½	18	—	..	5½	18½	5½	11½	8½	14	12	9½	25,875
Canada	7	5½	—	4½	7½	21½	11	26½	22½	24½	16	12	8,491
Japan	21	19	4½	15½	13	13½	28	16½	8	25	23	17	14,972
TOTAL (a)	8	15½	5½	..	8½	14	11½	12	7	15	17	10½	134,075
TOTAL, EXCLUDING EEC INTRA-TRADE (a)	7	13½	3½	..	6½	13½	11½	11½	7½	14½	14½	9½	106,398
VOLUME OF EXPORTS OF MANUFACTURES BY ABOVE COUNTRIES	9	13½	3½	..	7½	11	11½	10½	5	16	13	9	..
INDUSTRIAL COUNTRIES' INDUSTRIAL PRODUCTION	9½	6	3½	6½	5	7½	6½	7½	2½	7	6½	6	..

TO WORLD

CHART 1



DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

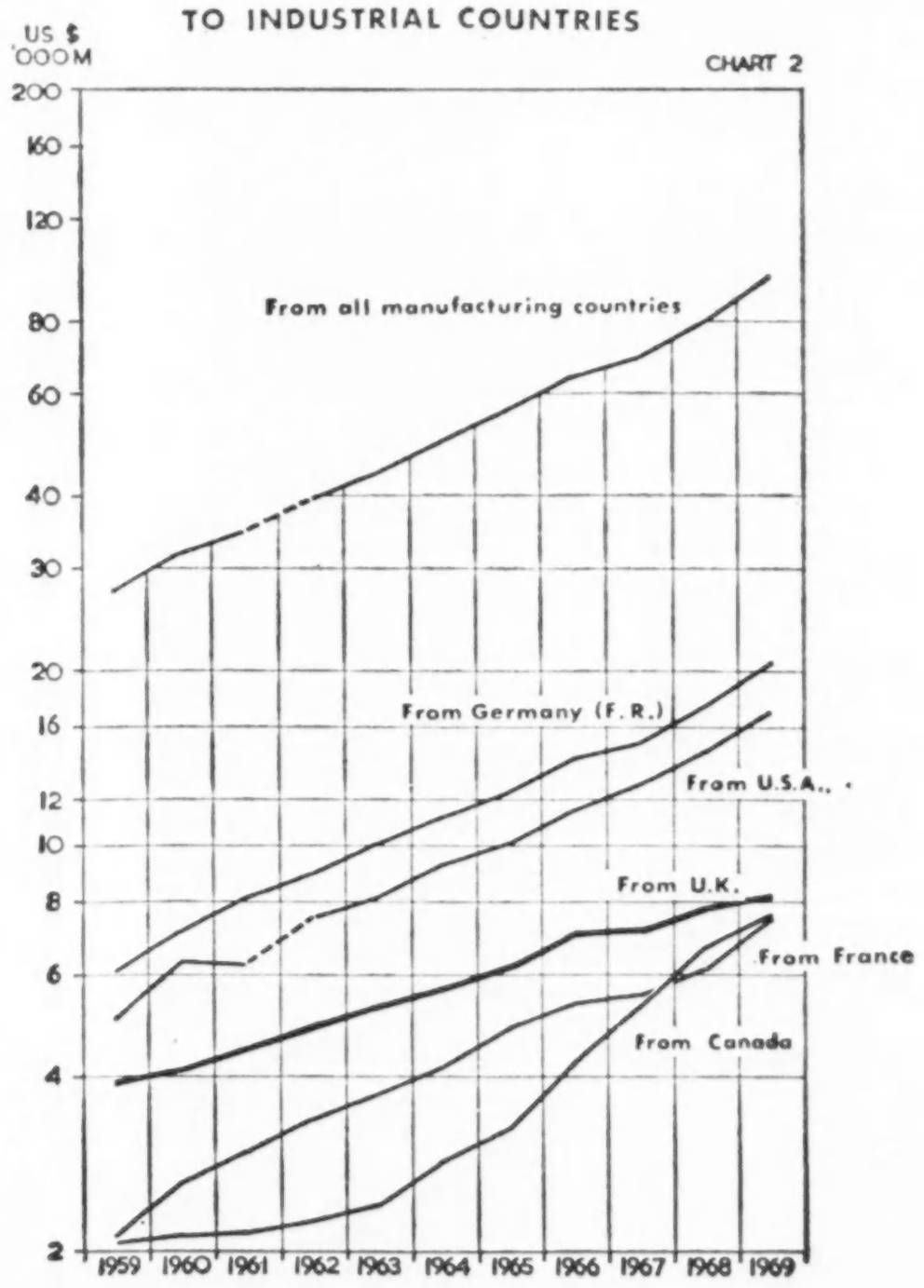
Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

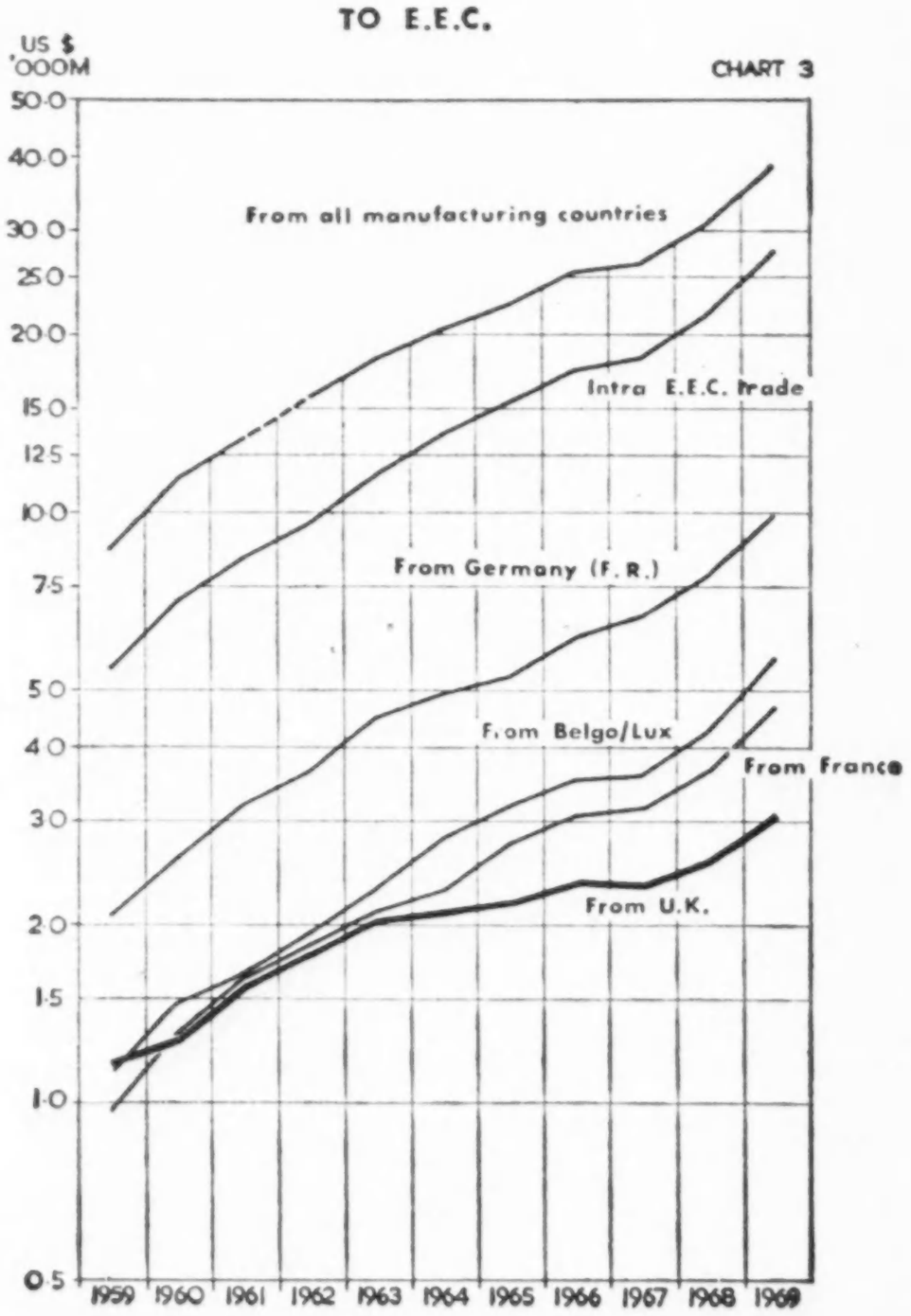
TO INDUSTRIAL COUNTRIES

CHART 2



TO E.E.C.

CHART 3



WORLD EXPORTS OF MANUFACTURES, *continued*

Table 3. Percentage shares in main manufacturing countries' exports of manufactures

	United Kingdom	German FR	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	Canada	United States	Japan	Total
Including intra-EEC trade:												
1959	18·0	19·0	5·9	9·2	4·4	4·1	3·0	3·4	5·2	21·1	6·7	100·0
1963	15·3	19·8	5·9	9·0	6·0	4·2	3·4	3·4	4·3	21·3	7·5	100·0
1967	12·2	19·6	5·8	8·5	7·0	4·3	3·3	3·2	5·9	20·4	9·8	100·0
1968	11·3	19·5	5·9	8·2	7·3	4·3	3·2	3·1	6·4	20·2	10·6	100·0
1969	11·2	19·6	6·2	8·2	7·3	4·4	3·2	3·1	6·3	19·3	11·2	100·0
Excluding intra-EEC trade:												
1959	20·4	16·4	3·8	8·0	3·8	2·8	3·4	3·8	6·0	24·0	7·6	100·0
1963	18·7	15·7	2·8	7·0	4·8	2·5	4·1	4·1	5·3	25·9	9·2	100·0
1967	14·9	15·7	2·7	6·6	5·4	2·5	4·1	3·9	7·3	25·0	12·0	100·0
1968	14·0	15·5	2·6	6·2	5·5	2·4	3·9	3·9	7·9	24·9	13·1	100·0
1969	14·1	15·3	2·5	5·9	5·3	2·4	4·0	4·0	8·0	24·3	14·1	100·0

DUNLOP
and METRICATION
A METRIC SYSTEM
of weights and measures
is being introduced into the United Kingd
This Exhibition is to help you to
think METRIC and become familiar
with some of the metric units.

Lord Ritchie-Calder emphasizes a point in his speech at the recent Metrication exhibition and presentation promoted by The Dunlop Company Ltd. (September 16, 1970). With him is Mr. D. J. Flunder (right), a director of The Dunlop Company Ltd. Similar exhibitions are to be mounted throughout the Dunlop organization to familiarize employees with the system prior to its introduction.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services, Organization for Overseas Marketing and Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

Table 4. Percentage shares of various commodity groups in exports of manufactures in 1959 and 1969

SITC Category	In exports to industrial countries		In exports to primary producers		In exports to all markets	
	From United Kingdom	From main manufacturing countries (b)	From United Kingdom	From main manufacturing countries (b)	From United Kingdom	From main manufacturing countries (b)
1959						
Chemicals (Section 5)	8·7	11·5	11·5	12·8	10·2	12·0
Textiles (Division 65)	8·9	7·9	8·3	9·4	8·5	8·5
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	14·6	18·5	15·3	16·2	15·0	17·6
Iron and steel (Division 67)	6·0	9·5	7·1	9·1	6·6	9·4
Machinery and transport equipment (Section 7)	47·1	38·5	51·4	46·4	49·7	42·0
Non-electrical machinery (Division 71)	21·0	18·3	22·5	20·7	20·9	18·8
Electrical machinery (Division 72)	5·9	6·3	10·0	8·1	8·3	7·3
Transport equipment (Division 73)	20·3	13·8	18·9	17·5	20·5	15·8
Other manufactures (Section 8 and rest of Section 6)	20·7	23·6	13·6	15·3	16·5	19·9
Total	100·0	100·0	100·0	100·0	100·0	100·0
1969						
Chemicals (Section 5)	10·1	11·0	12·6	13·8	11·1	11·8
Textiles (Division 65)	6·0	5·6	5·3	6·9	5·8	6·0
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	12·3	15·1	11·3	13·3	11·9	14·6
Iron and steel (Division 67)	4·8	7·7	4·2	7·7	4·6	7·7
Machinery and transport equipment (Section 7)	44·6	45·7	54·3	51·3	48·5	47·3
Non-electrical machinery (Division 71)	22·1	18·3	25·3	24·1	23·4	20·0
Electrical machinery (Division 72)	6·8	8·8	9·1	10·0	7·7	9·2
Transport equipment (Division 73)	15·6	18·6	19·9	17·2	17·3	18·2
Other manufactures (Section 8 and rest of Section 6)	27·0	22·6	16·4	14·7	22·8	20·3
Total	100·0	100·0	100·0	100·0	100·0	100·0

Table 5. Percentage shares of various markets in exports of manufactures in 1959 and 1969

	1959		*1969*	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Industrial countries	*47·7*	*59·7*	*60·3*	*70·7*
OECD Europe	*29·0*	*37·6*	*42·3*	*47·1*
EFTA (excluding United Kingdom)	*10·3*	*11·6*	*14·5*	*10·6*
United Kingdom	—	*4·0*	—	*4·0*
EEC	*14·3*	*19·2*	*20·4*	*28·9*
United States	*11·7*	*12·8*	*12·0*	*14·5*
Canada	*6·4*	*8·1*	*4·3*	*7·0*
Japan	*0·7*	*1·2*	*1·8*	*2·0*
Primary producing countries	*52·3*	*40·3*	*39·7*	*29·3*
Latin America	*4·9*	*11·1*	*3·0*	*6·2*
Non-OECD Sterling area	*37·9*	*14·0*	*24·0*	*9·6*
Sino-Soviet Bloc	*2·5*	*2·8*	*4·1*	*3·5*
Other countries	*7·0*	*12·3*	*8·1*	*10·0*
World	*100·0*	*100·0*	*100·0*	*100·0*

Table 6. Growth in value in US $ of exports of groups of commodities

	Growth rate per cent per annum 1958-68		Percentage increase from 1968 to 1969	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*7*	*11*	*14*	*13½*
Textiles (Division 65)	*½*	*6*	*16½*	*16*
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	*3*	*8*	*13*	*16½*
Iron and steel (Division 67)	*2*	*7*	*7½*	*20½*
Machinery and transport equipment (Section 7)	*5*	*11½*	*14*	*17½*
Non-electrical machinery (Division 71)	*7*	*11*	*11½*	*15½*
Electrical machinery (Division 72)	*5*	*13*	*14½*	*20½*
Transport equipment (Division 73)	*3½*	*11½*	*17½*	*18*
Other manufactures (Section 8 and rest of Section 6)	*8½*	*11*	*20½*	*19*
All manufactures	*5½*	*10½*	*15½*	*17*

Table 7. Value in US $ of exports of groups of commodities to various markets, 1968-69

To European OECD

	Percentage increase 1968 to 1969		1969 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*20·4*	*19·5*	753	8,319
Textiles (Division 65)	*29·7*	*21·0*	440	4,390
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	*28·8*	*27·7*	866	10,014
Iron and steel (Division 67)	*27·4*	*35·1*	289	5,181
Machinery and transport equipment (Section 7)	*24·2*	*21·0*	2,890	26,350
Non-electrical machinery (Division 71)	*28·0*	*19·5*	1,446	11,819
Electrical machinery (Division 72)	*35·3*	*25·9*	478	5,701
Transport equipment (Division 73)	*14·5*	*20·0*	966	8,830
Other manufactures (Section 8 and rest of Section 6)	*32·0*	*24·0*	1,646	14,295
TOTAL MANUFACTURES	*26·6*	*22·5*	6,595	63,367

To North America

	Percentage increase 1968 to 1969		1969 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*5·9*	*10·5*	121	1,518
Textiles (Division 65)	*2·7*	*7·1*	106	900
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	*-13·1*	*-4·3*	267	4,072
Iron and steel (Division 67)	*-11·6*	*-6·0*	150	2,120
Machinery and transport equipment (Section 7)	*6·3*	*18·6*	1,153	15,786
Non-electrical machinery (Division 71)	*- 1·5*	*13·7*	542	4,704
Electrical machinery (Division 72)	*18·2*	*23·6*	153	2,489
Transport equipment (Division 73)	*13·2*	*20·0*	458	8,593
Other manufactures (Section 8 and rest of Section 6)	*13·0*	*14·2*	794	6,599
TOTAL MANUFACTURES	*5·6*	*13·0*	2,440	28,876

To Industrial Countries

	Percentage increase 1968 to 1969		1969 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*18·0*	*18·0*	912	10,423
Textiles (Division 65)	*18·0*	*17·9*	547	5,351
Base metals and miscellaneous metal manufactures (Division 67, 68 and 69, excluding Group 681)	*12·1*	*16·7*	1,110	14,301
Iron and steel (Division 67)	*10·4*	*20·0*	438	7,333
Machinery and transport equipment (Section 7)	*15·7*	*19·9*	4,036	43,295
Non-electrical machinery (Division 71)	*15·1*	*17·3*	2,000	17,299
Electrical machinery (Division 72)	*26·3*	*25·2*	620	8,383
Transport equipment (Division 73)	*12·3*	*20·0*	1,416	17,613
Other manufactures (Section 8 and rest of Section 6)	*21·9*	*20·7*	2,446	21,371
TOTAL MANUFACTURES	*17·2*	*19·2*	9,051	94,739

To Primary Producers

	Percentage increase 1968 to 1969		1969 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*10·0*	*5·6*	754	5,424
Textiles (Division 65)	*14·3*	*13·0*	318	2,712
Base metals and miscellaneous metal manufactures (Division 67, 68 and 69, excluding Group 681)	*14·8*	*15·7*	674	5,214
Iron and steel (Division 67)	*3·4*	*20·9*	252	3,010
Machinery and transport equipment (Section 7)	*12·2*	*13·1*	3,238	20,188
Non-electrical machinery (Division 71)	*7·4*	*13·0*	1,508	9,497
Electrical machinery (Division 72)	*3·2*	*12·1*	542	3,916
Transport equipment (Division 73)	*24·2*	*13·8*	1,188	6,776
Other manufactures (Section 8 and rest of Section 6)	*17·6*	*12·7*	977	5,798
TOTAL MANUFACTURES	*13·2*	*12·3*	5,962	39,336

To Non-OECD Sterling Area

	Percentage increase 1968 to 1969		1969 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*10·7*	*1·2*	466	1,607
Textiles (Section 65)	*9·7*	*14·2*	211	1,169
Base metals and miscellaneous metal manufactures (Division 67, 68 and 69, excluding Group 681)	*6·4*	*5·6*	357	1,381
Iron and steel (Division 67)	*2·7*	*7·3*	142	707
Machinery and transport equipment (Section 7)	*12·7*	*11·1*	1,964	6,440
Non-electrical machinery (Division 71)	*8·9*	*10·8*	800	2,817
Electrical machinery (Division 72)	*-5·0*	*8·7*	383	1,323
Transport equipment (Division 73)	*29·1*	*12·8*	781	2,300
Other manufactures (Section 8 and rest of Section 6)	*13·2*	*15·0*	598	2,329
TOTAL MANUFACTURES	*11·7*	*10·1*	3,596	12,926

To World

	Percentage increase 1968 to 1969		1969 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*14·2*	*13·5*	1,666	15,846
Textiles (Section 65)	*16·6*	*16·2*	865	8,063
Base metals and miscellaneous metal manufactures (Division 67, 68 and 69, excluding Group 681)	*13·1*	*16·4*	1,784	19,514
Iron and steel (Division 67)	*7·7*	*20·3*	689	10,342
Machinery and transport equipment (Section 7)	*14·1*	*17·6*	7,275	63,484
Non-electrical machinery (Division 71)	*11·6*	*15·7*	3,509	26,797
Electrical machinery (Division 72)	*14·4*	*20·7*	1,162	12,299
Transport equipment (Division 73)	*17·5*	*18·2*	2,604	24,389
Other manufactures (Section 8 and rest of Section 6)	*20·6*	*18·9*	3,423	27,168
TOTAL MANUFACTURES	*15·6*	*17·1*	15,012	134,075

(Continued on next page)

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WORLD EXPORTS OF MANUFACTURES, *continued*

Table 8. Exports of manufactures by market

Millions of US dollars: percentage increase on a year earlier in italics

Market	Exporter	United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (e)	
World	1959	8,180	*6*	19,422	*13*	8,675	*12*	2,683	*10*	4,173	*15*	2,010	*17*	1,881	*16*
	1960	8,696	*6*	23,074	*19*	10,129	*17*	3,068	*14*	5,064	*21*	2,702	*34*	2,111	*12*
	1961	9,121	*5*	25,044	*9*	11,207	*11*	3,173	*3*	5,211	*3*	3,153	*17*	2,300	*9*
	1962	9,343	*2*	26,588	*6*	11,738	*5*	3,488	*10*	5,400	*4*	3,514	*11*	2,448	*6*
	1963	9,990	*7*	29,168	*10*	12,910	*10*	3,830	*10*	5,841	*8*	3,877	*10*	2,710	*11*
	1964	10,565	*6*	33,395	*14*	14,394	*12*	4,535	*18*	6,474	*11*	4,661	*20*	3,331	*23*
	1965	11,465	*9*	37,696	*13*	15,906	*11*	5,204	*15*	7,325	*13*	5,608	*20*	3,652	*10*
	1966	12,293	*7*	41,993	*11*	18,013	*13*	5,607	*8*	7,962	*9*	6,412	*14*	3,999	*10*
	1967	12,095	*– 2*	44,908	*7*	19,480	*8*	5,744	*2*	8,450	*6*	6,981	*9*	4,253	*6*
	1968	12,991	*7*	51,637	*15*	22,276	*14*	6,699	*17*	9,388	*11*	8,387	*20*	4,887	*15*
	1969	15,012	*16*	61,244	*19*	26,220	*18*	8,281	*24*	11,022	*17*	9,776	*17*	5,945	*22*
Industrial Countries	1959	3,900	*17*	12,875	*21*	6,014	*16*	2,127	*20*	2,110	*36*	1,243	*32*	1,381	*18*
	1960	4,010	*3*	15,473	*20*	7,106	*18*	2,450	*15*	2,604	*23*	1,682	*35*	1,631	*18*
	1961	4,499	*12*	17,538	*13*	8,141	*15*	2,645	*8*	2,978	*14*	2,018	*20*	1,756	*8*
	1962	4,883	*9*	19,527	*11*	8,878	*9*	2,976	*13*	3,393	*14*	2,347	*16*	1,933	*10*
	1963	5,245	*7*	21,922	*12*	10,033	*13*	3,352	*13*	3,707	*9*	2,625	*12*	2,205	*14*
	1964	5,687	*8*	25,373	*16*	11,195	*12*	3,978	*19*	4,187	*13*	3,241	*23*	2,772	*26*
	1965	6,188	*9*	28,730	*13*	12,303	*10*	4,572	*15*	4,891	*17*	3,968	*22*	2,996	*8*
	1966	7,021	*13*	32,147	*12*	14,015	*14*	4,935	*8*	5,354	*9*	4,589	*16*	3,254	*9*
	1967	7,041	*—*	33,829	*5*	14,908	*6*	5,025	*2*	5,539	*3*	4,905	*7*	3,452	*6*
	1968	7,723	*10*	39,306	*16*	17,289	*16*	5,950	*18*	6,142	*11*	5,880	*20*	4,044	*17*
	1969	9,054	*17*	47,518	*21*	20,561	*19*	7,424	*25*	7,558	*23*	6,993	*19*	4,983	*23*
OECD countries in Europe	1959	2,369	*11*	10,385	*17*	4,934	*12*	1,648	*13*	1,640	*30*	931	*28*	1,232	*17*
	1960	2,595	*10*	13,086	*26*	6,016	*22*	2,055	*25*	2,206	*35*	1,315	*41*	1,494	*21*
	1961	3,142	*21*	15,091	*15*	7,015	*17*	2,248	*9*	2,563	*16*	1,647	*25*	1,618	*8*
	1962	3,510	*12*	16,857	*12*	7,647	*9*	2,538	*13*	2,968	*16*	1,919	*17*	1,785	*10*
	1963	3,858	*10*	19,109	*13*	8,722	*14*	2,913	*15*	3,294	*11*	2,141	*12*	2,039	*14*
	1964	4,172	*8*	22,177	*16*	9,703	*11*	3,485	*20*	3,701	*12*	2,719	*27*	2,569	*26*
	1965	4,434	*6*	24,940	*12*	10,576	*9*	3,978	*14*	4,265	*15*	3,337	*23*	2,784	*8*
	1966	4,845	*9*	27,658	*11*	11,876	*12*	4,303	*8*	4,655	*9*	3,831	*15*	2,993	*8*
	1967	4,890	*1*	28,895	*4*	12,504	*5*	4,388	*2*	4,822	*4*	4,026	*5*	3,155	*5*
	1968	5,211	*7*	32,993	*14*	14,088	*13*	5,132	*17*	5,320	*10*	4,772	*19*	3,681	*17*
	1969	6,350	*22*	40,868	*24*	17,235	*22*	6,662	*30*	6,663	*25*	5,699	*19*	4,609	*25*
European Free Trade Association (including United Kingdom)	1959	844	*12*	4,293	*15*	2,507	*11*	423	*14*	567	*26*	359	*27*	437	*19*
	1960	914	*8*	5,320	*24*	3,064	*22*	504	*19*	765	*35*	485	*35*	502	*15*
	1961	1,090	*19*	5,851	*10*	3,411	*11*	527	*5*	782	*2*	592	*22*	539	*7*
	1962	1,174	*8*	6,064	*4*	3,499	*3*	500	*– 5*	886	*13*	626	*6*	553	*3*
	1963	1,224	*4*	6,324	*4*	3,694	*6*	516	*3*	921	*4*	628	*—*	565	*2*
	1964	1,406	*15*	7,191	*14*	4,153	*12*	575	*11*	1,054	*14*	766	*22*	644	*14*
	1965	1,536	*9*	7,873	*9*	4,582	*10*	650	*13*	1,126	*7*	841	*10*	675	*5*
	1966	1,698	*11*	8,251	*5*	4,812	*5*	657	*1*	1,147	*2*	937	*11*	697	*3*
	1967	1,743	*3*	8,586	*4*	4,879	*1*	674	*3*	1,247	*9*	1,029	*10*	757	*9*
	1968	1,738	*—*	9,269	*8*	5,307	*9*	721	*7*	1,294	*4*	1,079	*5*	867	*15*
	1969	2,176	*25*	10,851	*17*	6,269	*18*	898	*25*	1,483	*15*	1,165	*8*	1,037	*20*
United Kingdom	1959	—	—	919	*24*	361	*15*	151	*27*	140	*25*	128	*45*	139	*25*
	1960	—	—	1,194	*30*	473	*31*	165	*9*	215	*53*	164	*28*	177	*27*
	1961	—	—	1,204	*1*	477	*1*	157	*– 5*	192	*– 11*	195	*19*	183	*4*
	1962	—	—	1,179	*– 2*	441	*– 8*	156	*—*	199	*4*	175	*– 10*	208	*14*
	1963	—	—	1,285	*9*	498	*13*	190	*22*	226	*14*	170	*– 3*	201	*– 4*
	1964	—	—	1,515	*18*	609	*22*	202	*6*	256	*13*	217	*28*	231	*15*
	1965	—	—	1,569	*4*	641	*5*	211	*5*	278	*9*	222	*2*	217	*– 6*
	1966	—	—	1,738	*10*	719	*12*	226	*7*	293	*5*	260	*17*	240	*10*
	1967	—	—	1,975	*14*	792	*10*	241	*6*	346	*18*	300	*15*	296	*24*
	1968	—	—	2,210	*12*	923	*17*	258	*7*	343	*– 1*	315	*5*	371	*25*
	1969	—	—	2,446	*11*	1,083	*17*	291	*13*	355	*3*	303	*– 4*	413	*11*
European Economic Community	1959	1,169	*14*	5,454	*20*	2,087	*15*	1,161	*12*	975	*39*	484	*36*	747	*18*
	1960	1,291	*10*	7,055	*29*	2,603	*25*	1,476	*27*	1,312	*35*	723	*49*	941	*26*
	1961	1,584	*23*	8,403	*19*	3,209	*24*	1,644	*11*	1,610	*23*	922	*28*	1,018	*8*
	1962	1,798	*14*	9,779	*16*	3,666	*14*	1,945	*18*	1,856	*15*	1,145	*24*	1,167	*15*
	1963	2,024	*13*	11,648	*19*	4,505	*23*	2,307	*19*	2,105	*13*	1,334	*17*	1,396	*20*
	1964	2,109	*4*	13,627	*17*	4,942	*10*	2,813	*22*	2,325	*10*	1,721	*29*	1,827	*31*
	1965	2,160	*2*	15,335	*13*	5,259	*6*	3,192	*13*	2,751	*18*	2,160	*26*	1,973	*8*
	1966	2,351	*9*	17,434	*14*	6,193	*18*	3,510	*10*	3,059	*11*	2,516	*16*	2,156	*9*
	1967	2,346	*—*	18,311	*5*	6,745	*9*	3,585	*2*	3,128	*2*	2,603	*3*	2,250	*4*
	1968	2,556	*9*	21,716	*19*	7,864	*17*	4,278	*19*	3,637	*16*	3,269	*26*	2,669	*19*
	1969	3,068	*20*	27,677	*27*	9,908	*26*	5,573	*30*	4,693	*29*	4,089	*25*	3,415	*28*
United States	1959	958	*34*	2,085	*48*	862	*44*	423	*56*	402	*62*	278	*48*	120	*19*
	1960	818	*– 15*	1,942	*– 7*	849	*– 1*	335	*– 21*	331	*– 18*	322	*15*	105	*– 13*
	1961	709	*– 13*	1,908	*– 2*	818	*– 4*	334	*—*	342	*3*	316	*– 2*	98	*– 7*
	1962	813	*15*	2,117	*11*	910	*11*	378	*13*	351	*3*	371	*17*	107	*9*
	1963	855	*5*	2,218	*5*	989	*9*	370	*– 2*	332	*– 6*	406	*9*	121	*13*
	1964	913	*7*	2,501	*13*	1,133	*15*	416	*12*	383	*15*	429	*6*	141	*16*
	1965	1,143	*25*	3,053	*22*	1,360	*20*	500	*20*	504	*32*	535	*25*	153	*9*
	1966	1,485	*30*	3,661	*20*	1,709	*26*	539	*8*	562	*11*	649	*21*	201	*31*
	1967	1,427	*– 4*	3,941	*8*	1,876	*10*	543	*1*	555	*– 1*	751	*16*	216	*7*
	1968	1,763	*24*	5,209	*32*	2,599	*39*	726	*34*	648	*17*	953	*27*	282	*31*
	1969	1,795	*2*	5,366	*3*	2,632	*1*	650	*– 10*	692	*7*	1,112	*17*	280	*– 1*

Table 8. Exports of manufactures by market, *continued*

Millions of US dollars: percentage increase on a year earlier in italics

Sweden		Switzerland		United States (a)		Canada		Japan		Total (b)			
1,361	*8*	1,543	*9*	9,630	*- 1*	2,390	*7*	3,032	*21*	45,558	*8*	1959	World
1,604	*18*	1,722	*12*	11,338	*18*	2,517	*5*	3,601	*19*	52,552	*15*	1960	
1,795	*12*	1,873	*9*	11,348	—	2,521	—	3,764	*5*	55,446	*6*	1961	
1,991	*11*	2,031	*8*	13,162	..	2,634	*4*	4,350	*16*	60,099	..	1962	
2,195	*10*	2,196	*8*	13,855	*5*	2,829	*7*	4,917	*13*	65,150	*8*	1963	
2,499	*14*	2,410	*10*	15,978	*15*	3,432	*21*	6,069	*23*	74,348	*14*	1964	
2,745	*10*	2,696	*12*	16,839	*5*	3,802	*11*	7,779	*28*	83,012	*12*	1965	
3,057	*11*	2,981	*11*	18,741	*11*	4,809	*26*	9,047	*16*	92,921	*12*	1966	
3,328	*9*	3,181	*7*	20,297	*8*	5,886	*22*	9,759	*8*	99,454	*7*	1967	
3,645	*10*	3,599	*13*	23,105	*14*	7,335	*25*	12,185	*25*	114,498	*15*	1968	
4,278	*17*	4,203	*17*	25,875	*12*	8,491	*16*	14,972	*23*	134,075	*17*	1969	
988	*12*	1,118	*10*	5,039	*7*	2,084	*9*	1,214	*47*	27,218	*17*	1959	Industrial countries
1,183	*20*	1,242	*11*	6,338	*26*	2,133	*2*	1,371	*13*	31,750	*17*	1960	
1,384	*17*	1,370	*10*	6,331	—	2,137	—	1,420	*4*	34,679	*9*	1961	
1,518	*10*	1,523	*11*	7,536	..	2,267	*6*	1,815	*28*	39,069	..	1962	
1,720	*13*	1,663	*9*	8,060	*7*	2,400	*6*	2,014	*11*	43,024	*10*	1963	
1,991	*16*	1,818	*9*	9,269	*15*	2,897	*21*	2,540	*26*	49,575	*15*	1964	
2,241	*13*	2,035	*12*	10,019	*8*	3,267	*13*	3,386	*33*	55,866	*13*	1965	
2,495	*11*	2,225	*9*	11,492	*15*	4,238	*30*	4,094	*21*	63,712	*14*	1966	
2,685	*8*	2,396	*8*	12,661	*10*	5,262	*24*	4,378	*7*	68,252	*7*	1967	
2,935	*9*	2,677	*12*	14,484	*14*	6,625	*26*	5,715	*31*	79,464	*16*	1968	
3,374	*15*	3,135	*17*	16,812	*16*	7,728	*17*	7,121	*25*	94,742	*19*	1969	
838	*7*	891	*8*	1,979	*9*	470	*-15*	204	*12*	17,136	*13*	1959	OECD countries in Europe
1,030	*23*	1,012	*14*	3,186	*61*	615	*31*	305	*50*	21,289	*27*	1960	
1,245	*21*	1,124	*11*	3,104	*- 3*	557	*- 9*	395	*30*	24,658	*13*	1961	
1,357	*9*	1,250	*11*	3,961	..	549	*- 1*	468	*18*	27,952	..	1962	
1,535	*13*	1,363	*9*	4,304	*9*	580	*6*	536	*15*	31,283	*12*	1963	
1,762	*15*	1,490	*9*	4,889	*14*	722	*24*	681	*27*	35,893	*15*	1964	
1,975	*12*	1,664	*12*	5,032	*3*	705	*- 2*	858	*26*	39,608	*10*	1965	
2,154	*9*	1,774	*7*	5,420	*8*	724	*3*	1,048	*22*	43,623	*10*	1966	
2,286	*6*	1,916	*8*	5,828	*8*	741	*2*	1,223	*17*	45,779	*5*	1967	
2,471	*8*	2,121	*11*	6,679	*15*	831	*12*	1,432	*17*	51,738	*13*	1968	
2,912	*18*	2,519	*19*	7,774	*16*	853	*3*	1,848	*29*	63,124	*22*	1969	
529	*8*	261	*13*	740	*16*	342	*6*	97	*21*	7,106	*14*	1959	European Free Trade Association (including United Kingdom)
632	*19*	298	*14*	1,282	*73*	431	*26*	138	*42*	9,015	*27*	1960	
753	*19*	330	*11*	1,095	*-15*	400	*- 7*	179	*30*	9,698	*8*	1961	
795	*6*	370	*12*	1,207	..	392	*- 2*	199	*11*	10,202	..	1962	
928	*17*	401	*8*	1,298	*8*	403	*3*	201	*1*	10,779	*6*	1963	
1,090	*17*	482	*20*	1,690	*30*	517	*28*	320	*59*	12,698	*18*	1964	
1,234	*13*	548	*14*	1,801	*7*	492	*- 5*	380	*19*	13,864	*9*	1965	
1,327	*8*	599	*9*	1,870	*4*	513	*4*	469	*23*	14,727	*6*	1966	
1,518	*14*	703	*17*	2,063	*10*	529	*3*	661	*41*	15,803	*7*	1967	
1,614	*6*	784	*12*	2,374	*15*	587	*11*	680	*3*	17,045	*8*	1968	
1,882	*17*	891	*14*	2,592	*9*	553	*- 6*	670	*- 1*	19,615	*15*	1969	
118	*7*	89	*14*	339	*8*	304	*3*	32	*55*	1,801	*15*	1959	United Kingdom
144	*22*	102	*15*	711	*110*	388	*27*	44	*39*	2,583	*43*	1960	
171	*19*	111	*9*	549	*-23*	360	*- 7*	62	*41*	2,457	*- 5*	1961	
166	*- 3*	121	*9*	570	..	355	*- 1*	83	*34*	2,470	..	1962	
201	*21*	137	*13*	653	*14*	361	*2*	90	*8*	2,727	*10*	1963	
239	*19*	170	*24*	935	*43*	467	*29*	127	*40*	3,452	*27*	1964	
258	*8*	194	*14*	1,014	*9*	437	*- 6*	123	*- 3*	3,595	*4*	1965	
285	*11*	198	*2*	1,052	*4*	455	*4*	164	*33*	3,891	*8*	1966	
348	*22*	246	*24*	1,158	*10*	477	*5*	226	*38*	4,431	*14*	1967	
435	*25*	282	*15*	1,293	*12*	525	*10*	286	*26*	5,032	*14*	1968	
448	*3*	305	*8*	1,435	*11*	480	*- 9*	287	—	5,401	*7*	1969	
279	*7*	582	*11*	1,072	*8*	116	*16*	69	*- 9*	8,741	*14*	1959	European Economic Community
368	*32*	664	*14*	1,708	*59*	168	*45*	107	*55*	11,361	*30*	1960	
454	*23*	737	*11*	1,796	*5*	143	*-15*	138	*29*	13,255	*17*	1961	
514	*13*	810	*10*	2,452	..	138	*- 3*	198	*43*	15,689	..	1962	
541	*5*	874	*8*	2,621	*7*	158	*15*	243	*23*	18,108	*15*	1963	
605	*12*	906	*4*	2,760	*5*	172	*9*	282	*16*	20,462	*13*	1964	
665	*10*	995	*10*	2,750	..	170	*- 1*	384	*36*	22,459	*10*	1965	
727	*9*	1,048	*5*	2,998	*9*	172	*1*	470	*22*	25,200	*12*	1966	
673	*- 7*	1,075	*3*	3,220	*7*	179	*4*	458	*- 3*	26,263	*4*	1967	
764	*13*	1,190	*11*	3,745	*16*	209	*16*	590	*29*	30,771	*17*	1968	
929	*22*	1,448	*22*	4,501	*20*	251	*20*	864	*46*	38,738	*26*	1969	
126	*48*	174	*23*	—	—	1,600	*18*	904	*57*	5,847	*37*	1959	United States
125	*- 1*	175	—	—	—	1,498	*- 6*	957	*6*	5,514	*- 6*	1960	
101	*-19*	173	*- 1*	—	—	1,547	*- 3*	918	*- 4*	5,356	*- 3*	1961	
125	*23*	195	*13*	—	—	1,699	*10*	1,232	*34*	6,191	*16*	1962	
145	*16*	208	*7*	—	—	1,792	*5*	1,364	*11*	6,582	*6*	1963	
164	*13*	227	*9*	—	—	2,129	*19*	1,704	*25*	7,639	*16*	1964	
199	*21*	274	*21*	—	—	2,529	*19*	2,327	*37*	9,524	*25*	1965	
251	*26*	338	*23*	—	—	3,471	*37*	2,805	*21*	12,101	*26*	1966	
300	*19*	348	*3*	—	—	4,428	*28*	2,894	*3*	13,337	*11*	1967	
357	*19*	397	*14*	—	—	5,698	*29*	3,952	*37*	17,376	*30*	1968	
338	*- 5*	419	*6*	—	—	6,756	*19*	4,808	*22*	19,482	*12*	1969	

(Continued on next page)

WORLD EXPORTS OF MANUFACTURES, *continued*

Table 8. Exports of manufactures by market, *continued*

Millions of US dollars: percentage increase on a year earlier in italics

Market	Exporter	United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (b)	
Canada	1959	520	*12*	264	*28*	130	*27*	42	*27*	49	*44*	24	*9*	19	*22*
	1960	534	*3*	262	*- 1*	125	*- 4*	40	*- 5*	44	*-10*	32	*33*	21	*14*
	1961	556	*4*	275	*5*	129	*3*	42	*5*	45	*2*	36	*13*	23	*10*
	1962	461	*-17*	277	*1*	134	*4*	41	*- 2*	43	*- 2*	36	*—*	23	*—*
	1963	420	*- 9*	275	*- 1*	130	*- 3*	41	*—*	44	*4*	39	*8*	21	*-10*
	1964	453	*8*	330	*20*	148	*14*	52	*27*	55	*26*	49	*24*	27	*-30*
	1965	482	*6*	438	*32*	188	*28*	64	*23*	79	*44*	62	*28*	44	*62*
	1966	525	*9*	473	*8*	224	*19*	56	*-12*	87	*10*	70	*13*	36	*-18*
	1967	516	*- 2*	485	*3*	222	*- 1*	49	*-12*	95	*9*	79	*13*	40	*11*
	1968	549	*6*	550	*13*	266	*20*	50	*2*	100	*5*	90	*15*	44	*11*
	1969	645	*17*	640	*16*	312	*17*	54	*8*	114	*14*	105	*17*	55	*25*
Japan	1959	54	*39*	140	*23*	88	*12*	14	*- 2*	19	*37*	10	*217*	10	*123*
	1960	64	*19*	183	*30*	116	*32*	20	*36*	23	*19*	13	*42*	11	*17*
	1961	92	*44*	264	*44*	179	*55*	21	*5*	28	*24*	19	*39*	17	*46*
	1962	99	*8*	276	*5*	187	*4*	19	*- 9*	31	*10*	21	*15*	18	*5*
	1963	113	*14*	320	*16*	192	*2*	28	*50*	37	*21*	39	*80*	24	*33*
	1964	149	*32*	364	*+14*	212	*11*	26	*- 9*	48	*27*	44	*13*	35	*47*
	1965	128	*-14*	300	*-18*	179	*-16*	30	*16*	42	*-11*	34	*-23*	15	*-57*
	1966	165	*29*	355	*19*	206	*15*	38	*27*	50	*17*	38	*12*	24	*64*
	1967	209	*27*	507	*43*	305	*48*	45	*19*	67	*34*	49	*28*	42	*73*
	1968	201	*- 4*	551	*9*	335	*10*	43	*- 5*	74	*10*	64	*32*	36	*-14*
	1969	264	*31*	645	*17*	382	*14*	59	*37*	88	*19*	77	*20*	39	*8*
Primary producing countries	1959	4,279	*- 2*	6,547	*—*	2,661	*3*	556	*-16*	2,063	*1*	767	*- 2*	500	*11*
	1960	4,685	*9*	7,061	*16*	3,023	*14*	618	*11*	2,460	*19*	1,020	*33*	480	*- 4*
	1961	4,622	*- 1*	7,506	*- 1*	3,066	*1*	528	*-15*	2,233	*- 9*	1,135	*11*	544	*13*
	1962	4,460	*- 4*	7,061	*- 6*	2,860	*- 7*	512	*- 3*	2,007	*-10*	1,167	*3*	515	*- 5*
	1963	4,743	*6*	7,246	*3*	2,877	*1*	478	*- 7*	2,134	*6*	1,252	*7*	505	*- 2*
	1964	4,878	*3*	8,023	*11*	3,199	*11*	557	*17*	2,287	*7*	1,421	*13*	559	*11*
	1965	5,276	*8*	8,966	*12*	3,603	*13*	632	*13*	2,434	*6*	1,640	*15*	657	*18*
	1966	5,273	*—*	9,847	*10*	3,998	*11*	672	*6*	2,608	*7*	1,824	*11*	745	*13*
	1967	5,055	*- 4*	11,080	*13*	4,572	*14*	720	*7*	2,911	*12*	2,076	*14*	801	*8*
	1968	5,268	*4*	12,333	*11*	4,987	*9*	750	*4*	3,246	*12*	2,507	*21*	843	*5*
	1969	5,958	*13*	13,726	*11*	5,699	*13*	857	*14*	3,465	*7*	2,783	*11*	962	*14*
Latin America	1959	404	*4*	1,412	Nil	704	*1*	136	*-17*	218	*11*	239	*- 7*	115	*13*
	1960	449	*11*	1,478	*5*	736	*5*	130	*- 4*	249	*14*	257	*7*	106	*- 8*
	1961	427	*- 5*	1,621	*10*	838	*14*	120	*- 8*	258	*3*	294	*14*	111	*5*
	1962	417	*- 2*	1,533	*- 5*	758	*-10*	112	*-7*	267	*4*	298	*1*	98	*-12*
	1963	369	*-12*	1,388	*- 9*	670	*-12*	88	*-21*	246	*- 8*	295	*- 1*	88	*-10*
	1964	386	*5*	1,491	*7*	711	*6*	117	*33*	248	*1*	307	*4*	108	*23*
	1965	413	*7*	1,525	*2*	764	*7*	117	*—*	235	*- 5*	305	*- 1*	104	*- 4*
	1966	407	*- 1*	1,695	*11*	884	*16*	115	*- 2*	269	*14*	302	*- 1*	125	*20*
	1967	422	*4*	1,830	*8*	940	*6*	120	*4*	284	*5*	355	*17*	131	*5*
	1968	486	*15*	2,072	*13*	1,023	*9*	126	*5*	352	*24*	427	*20*	143	*9*
	1969	533	*10*	2,296	*11*	1,120	*9*	143	*13*	399	*13*	464	*9*	170	*19*
Non-OECD Sterling area	1959	3,097	*- 4*	1,386	*- 1*	764	*- 1*	126	*-18*	160	*1*	162	*- 6*	174	*16*
	1960	3,274	*6*	1,643	*19*	847	*11*	169	*34*	212	*33*	252	*56*	163	*- 6*
	1961	3,162	*- 3*	1,564	*- 5*	798	*- 6*	153	*- 9*	174	*-18*	247	*- 2*	192	*18*
	1962	3,004	*- 5*	1,608	*3*	792	*- 1*	138	*-10*	194	*11*	286	*16*	198	*3*
	1963	3,246	*8*	1,777	*11*	902	*14*	154	*12*	234	*21*	295	*3*	192	*- 3*
	1964	3,421	*5*	2,058	*16*	1,022	*13*	168	*9*	279	*19*	376	*27*	213	*11*
	1965	3,698	*8*	2,448	*19*	1,198	*17*	198	*18*	337	*21*	466	*24*	249	*17*
	1966	3,545	*- 2*	2,517	*4*	1,163	*- 2*	204	*6*	400	*20*	493	*7*	257	*6*
	1967	3,327	*- 6*	2,706	*8*	1,237	*6*	206	*1*	436	*9*	575	*17*	253	*- 2*
	1968	3,219	*- 3*	2,815	*4*	1,298	*5*	210	*2*	435	*—*	639	*11*	234	*- 7*
	1969	3,596	*12*	3,088	*10*	1,460	*12*	236	*12*	461	*6*	669	*5*	262	*12*
Sino-Soviet Bloc	1959	208	*25*	858	*3*	421	*- 1*	78	*-22*	183	*6*	127	*33*	49	*28*
	1960	266	*28*	1,118	*30*	514	*22*	120	*53*	258	*42*	176	*38*	50	*1*
	1961	296	*11*	1,020	*- 9*	473	*- 8*	78	*-35*	223	*-14*	194	*10*	53	*6*
	1962	308	*4*	1,057	*4*	495	*5*	73	*- 7*	219	*- 2*	213	*10*	56	*6*
	1963	341	*11*	927	*-12*	418	*-16*	59	*-19*	164	*-25*	224	*5*	64	*13*
	1964	285	*-16*	1,048	*13*	520	*24*	55	*- 8*	184	*13*	230	*3*	58	*- 9*
	1965	345	*21*	1,357	*29*	614	*18*	83	*52*	242	*31*	319	*39*	99	*70*
	1966	454	*32*	1,705	*26*	775	*26*	113	*36*	344	*42*	369	*16*	104	*5*
	1967	504	*11*	2,297	*35*	1,049	*35*	152	*34*	478	*39*	459	*24*	160	*53*
	1968	564	*12*	2,455	*7*	1,067	*2*	137	*-10*	541	*13*	547	*19*	162	*2*
	1969	620	*10*	2,759	*12*	1,232	*15*	135	*- 1*	555	*3*	648	*18*	189	*17*
Other countries	1959	570	*- 1*	2,892	*1*	772	*11*	216	*-13*	1,503	*- 1*	239	*-11*	162	*-10*
	1960	697	*22*	3,362	*16*	926	*20*	199	*- 8*	1,741	*16*	355	*40*	161	*- 1*
	1961	736	*6*	3,299	*- 2*	956	*3*	177	*-11*	1,578	*- 9*	400	*19*	188	*17*
	1962	731	*- 1*	2,869	*-13*	815	*-15*	189	*7*	1,327	*-16*	375	*- 6*	163	*-13*
	1963	788	*8*	3,181	*11*	888	*9*	178	*- 6*	1,491	*12*	463	*23*	161	*- 1*
	1964	786	*—*	3,436	*9*	947	*7*	217	*22*	1,574	*6*	508	*11*	180	*12*
	1965	819	*4*	3,638	*6*	1,028	*9*	235	*8*	1,620	*3*	550	*8*	205	*14*
	1966	867	*- 3*	3,392	*7*	1,177	*14*	240	*—*	1,596	*- 2*	660	*19*	259	*22*
	1967	803	*- 8*	4,248	*8*	1,346	*14*	243	*1*	1,714	*7*	687	*4*	258	*—*
	1968	999	*24*	4,992	*18*	1,599	*19*	277	*14*	1,919	*12*	893	*30*	304	*18*
	1969	1,210	*21*	5,583	*12*	1,848	*16*	343	*24*	2,050	*7*	1,002	*12*	340	*12*

Table 8. Exports of manufactures by market, *continued*

Millions of US dollars: percentage increase on a year earlier in italics

Sweden		Switzerland		United States (a)		Canada		Japan		Total (a)		Exporter	Market
17	*30*	33	*4*	2,731	*8*	—	—	106	*55*	3,671	*11*	1959	Canada
20	*17*	31	*- 7*	2,728	—	—	—	110	*3*	3,685	—	1960	
22	*7*	31	*- 2*	2,634	*- 4*	—	—	107	*- 3*	3,625	*- 2*	1961	
22	*2*	32	*4*	2,903	..	—	—	115	*8*	3,808	..	1962	
28	*28*	31	*- 2*	3,070	*6*	—	—	114	*- 1*	3,938	*3*	1963	
33	*18*	35	*12*	3,642	*19*	—	—	155	*35*	4,647	*18*	1964	
45	*37*	42	*20*	4,270	*17*	—	—	201	*30*	5,478	*18*	1965	
67	*48*	48	*14*	5,248	*23*	—	—	241	*20*	6,601	*21*	1966	
62	*- 8*	49	*2*	5,836	*11*	—	—	260	*8*	7,207	*9*	1967	
68	*10*	54	*11*	6,634	*14*	—	—	322	*29*	8,187	*14*	1968	
76	*12*	65	*20*	7,501	*13*	—	—	465	*44*	9,392	*15*	1969	
7	*21*	20	*11*	329	*- 6*	14	*56*	—	—	564	*5*	1959	Japan
8	*23*	24	*22*	424	*29*	20	*49*	—	—	723	*28*	1960	
16	*88*	42	*71*	593	*40*	33	*62*	—	—	1,040	*44*	1961	
14	*-16*	46	*11*	671	..	19	*-41*	—	—	1,122	..	1962	
14	*3*	60	*29*	685	*2*	28	*44*	—	—	1,215	*8*	1963	
32	*129*	66	*10*	738	*8*	46	*65*	—	—	1,388	*14*	1964	
22	*-31*	54	*-17*	717	*- 3*	33	*-27*	—	—	1,254	*-10*	1965	
23	*3*	65	*19*	824	*15*	43	*29*	—	—	1,475	*18*	1966	
37	*64*	84	*29*	997	*21*	93	*116*	—	—	1,927	*31*	1967	
38	*3*	105	*25*	1,171	*17*	96	*3*	—	—	2,162	*12*	1968	
47	*24*	132	*26*	1,538	*31*	119	*24*	—	—	2,745	*27*	1969	
373	—	425	*5*	4,591	*- 9*	306	*- 2*	1,818	*8*	18,339	*- 2*	1959	Primary producing countries
421	*13*	480	*13*	5,000	*9*	384	*25*	2,230	*23*	20,801	*13*	1960	
411	*- 2*	503	*5*	5,017	—	384	—	2,344	*5*	20,787	—	1961	
473	*15*	508	*1*	5,626	..	367	*- 4*	2,535	*8*	21,030	..	1962	
475	—	533	*5*	5,796	*3*	429	*17*	2,903	*15*	22,125	*5*	1963	
508	*7*	592	*11*	6,709	*16*	536	*25*	3,529	*22*	24,775	*12*	1964	
505	*- 1*	662	*12*	6,811	*2*	535	—	4,392	*24*	27,147	*10*	1965	
562	*11*	757	*14*	7,249	*6*	571	*7*	4,953	*13*	29,212	*8*	1966	
643	*14*	785	*4*	7,636	*5*	624	*9*	5,381	*9*	31,204	*7*	1967	
710	*10*	923	*18*	8,621	*13*	710	*14*	6,470	*20*	35,035	*12*	1968	
904	*27*	1,068	*16*	9,063	*5*	763	*7*	7,850	*21*	39,332	*12*	1969	
112	*-28*	129	*- 1*	2,682	*-18*	113	*- 7*	220	*16*	5,072	*-11*	1959	Latin America
123	*9*	137	*6*	2,709	*1*	114	*1*	269	*22*	5,279	*4*	1960	
118	*- 4*	152	*11*	2,632	*- 3*	141	*23*	311	*16*	5,402	*2*	1961	
115	*- 3*	149	*- 2*	2,603	..	129	*- 8*	312	—	5,258	..	1962	
105	*- 9*	138	*- 7*	2,490	*- 4*	163	*26*	314	*1*	4,966	*- 6*	1963	
107	*2*	159	*15*	2,875	*15*	181	*11*	394	*25*	5,593	*13*	1964	
122	*14*	161	*2*	2,914	*1*	170	*- 6*	401	*2*	5,706	*2*	1965	
153	*26*	193	*20*	3,264	*12*	223	*31*	452	*13*	6,387	*12*	1966	
165	*8*	191	*- 1*	3,199	*- 2*	216	*- 3*	481	*6*	6,504	*2*	1967	
184	*11*	227	*19*	3,690	*15*	272	*26*	589	*23*	7,520	*16*	1968	
209	*14*	260	*15*	3,901	*6*	308	*13*	778	*32*	8,285	*10*	1969	
91	*2*	111	*- 2*	896	*13*	155	*- 3*	627	*12*	6,363	—	1959	Non-OECD Sterling Area
112	*23*	159	*43*	1,204	*34*	218	*41*	864	*38*	7,474	*17*	1960	
134	*20*	158	*- 1*	1,163	*- 3*	194	*-11*	822	*- 5*	7,197	*- 4*	1961	
146	*9*	175	*11*	1,608	..	201	*4*	940	*14*	7,681	..	1962	
156	*7*	183	*5*	1,897	*18*	234	*16*	1,119	*19*	8,617	*12*	1963	
170	*9*	215	*17*	2,326	*23*	307	*31*	1,403	*25*	9,902	*15*	1964	
162	*- 5*	245	*14*	2,430	*4*	312	*2*	1,575	*12*	10,780	*10*	1965	
159	*- 4*	258	*6*	2,347	*- 3*	294	*- 5*	1,625	*4*	10,745	—	1966	
165	*4*	264	*2*	2,645	*13*	347	*18*	1,695	*4*	11,148	*4*	1967	
179	*9*	306	*16*	2,857	*8*	352	*1*	2,017	*19*	11,745	*5*	1968	
194	*8*	345	*13*	2,860	—	368	*5*	2,474	*23*	12,925	*10*	1969	
75	*14*	90	*30*	22	*- 8*	9	*65*	28	*-5c*	1,291	*5*	1959	Sino-Soviet Bloc
81	*7*	63	*-24*	50	*124*	22	*132*	58	*107*	1,663	*29*	1960	
80	*- 1*	68	—	35	*-30*	22	*1*	83	*42*	1,604	*- 4*	1961	
119	*49*	60	*-13*	16	..	7	*-69*	185	*123*	1,751	..	1962	
94	*-21*	66	*11*	20	*26*	6	*-17*	222	*20*	1,675	*- 4*	1963	
127	*35*	73	*10*	25	*27*	4	*-32*	350	*57*	1,911	*14*	1964	
113	*-11*	99	*36*	25	—	9	*131*	438	*25*	2,386	*25*	1965	
141	*25*	128	*30*	44	*74*	3	*-66*	568	*30*	3,042	*27*	1966	
173	*23*	143	*12*	65	*50*	4	*29*	497	*12*	3,683	*21*	1967	
194	*12*	153	*7*	74	*13*	8	*105*	559	*12*	4,006	*9*	1968	
228	*18*	180	*18*	132	*78*	6	*-25*	731	*31*	4,656	*16*	1969	
95	*25*	96	*3*	991	*1*	29	*15*	944	*9*	5,617	*2*	1959	Other countries
105	*11*	116	*21*	1,037	*5*	30	*3*	1,039	*10*	6,386	*14*	1960	
80	*-24*	125	*8*	1,187	*14*	27	*-10*	1,128	*9*	6,582	*3*	1961	
93	*16*	124	*- 1*	1,400	..	30	*11*	1,098	*- 3*	6,345	..	1962	
130	*40*	146	*18*	1,369	*- 2*	26	*-13*	1,248	*14*	6,888	*9*	1963	
104	*-20*	146	—	1,483	*8*	43	*65*	1,383	*11*	7,372	*7*	1964	
108	*4*	156	*7*	1,442	*- 3*	45	*5*	1,978	*43*	8,186	*11*	1965	
109	*- 2*	178	*13*	1,594	*9*	51	*6*	2,308	*16*	9,040	*8*	1966	
141	*29*	186	*4*	1,728	*8*	57	*12*	2,709	*17*	9,872	*9*	1967	
154	*9*	236	*27*	2,001	*16*	78	*37*	3,305	*22*	11,765	*19*	1968	
274	*18*	282	*19*	2,170	*8*	81	*4*	3,868	*17*	13,468	*14*	1969	

(Continued on next page)

WORLD EXPORTS OF MANUFACTURES, *continued*

Table 9. Exports of manufactures by commodity

Millions of US dollars: percentage increase on a year earlier in italics

SICT Category	Exporter	United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Total manufactures (Section 5 to 8)	1959	8,180	6	19,422	13	8,675	12	2,683	10	4,173	15	2,010	17	1,881	16
	1960	8,696	6	23,074	19	10,129	17	3,068	14	5,064	21	2,702	34	2,111	12
	1961	9,121	5	25,044	9	11,207	11	3,173	3	5,211	3	3,153	17	2,300	9
	1962	9,343	2	26,588	6	11,738	5	3,488	10	5,400	4	3,514	11	2,448	6
	1963	9,990	7	29,168	10	12,910	10	3,830	10	5,841	8	3,877	10	2,710	11
	1964	10,565	6	33,395	14	14,394	12	4,535	18	6,474	11	4,661	20	3,331	23
	1965	11,465	9	37,696	13	15,906	11	5,204	15	7,325	13	5,608	20	3,652	10
	1966	12,293	7	41,993	11	18,013	13	5,607	8	7,962	9	6,412	14	3,999	10
	1967	12,095	-2	44,908	7	19,480	8	5,744	2	8,450	6	6,981	9	4,253	6
	1968	12,991	7	51,637	15	22,276	14	6,699	17	9,388	11	8,387	20	4,887	15
	1969	15,012	16	61,244	19	26,220	18	8,281	24	11,022	17	9,776	17	5,945	22
Chemicals (Section 5)	1959	837	12	2,362	16	1,105	17	258	12	472	10	208	24	319	17
	1960	904	8	2,709	15	1,261	14	254	-2	594	26	263	26	337	6
	1961	929	3	2,966	9	1,384	10	249	-2	633	7	323	23	377	12
	1962	974	5	3,120	5	1,445	4	252	1	655	3	360	11	408	8
	1963	1,042	7	3,525	13	1,646	14	288	14	756	15	387	8	448	10
	1964	1,171	12	4,109	17	1,887	15	317	10	880	16	489	26	536	20
	1965	1,264	8	4,743	15	2,077	10	394	24	1,014	15	605	24	653	22
	1966	1,343	6	5,390	14	2,414	16	422	7	1,134	12	657	9	763	17
	1967	1,379	3	6,000	11	2,705	12	477	13	1,244	10	681	4	893	17
	1968	1,458	6	6,999	17	3,114	15	636	33	1,361	9	780	14	1,108	24
	1969	1,666	14	8,105	16	3,590	15	809	27	1,590	17	820	5	1,297	17
Textiles other than wool tops (Division 65)	1959	693	-2	1,721	12	344	14	326	12	439	10	348	17	264	11
	1960	732	6	2,071	20	395	15	385	18	557	27	440	26	294	12
	1961	701	-4	2,191	6	415	5	410	6	567	2	490	11	309	5
	1962	701	—	2,348	7	444	7	469	14	598	5	513	5	325	5
	1963	728	4	2,557	9	530	19	508	8	631	6	532	4	356	10
	1964	793	9	2,882	13	613	16	566	11	683	8	602	13	418	17
	1965	792	—	3,074	7	666	9	591	5	717	5	638	6	461	10
	1966	758	-4	3,297	7	778	17	657	11	720	—	660	3	482	4
	1967	713	-6	3,266	-1	832	7	620	-6	705	-2	627	-5	482	
	1968	742	4	3,818	17	1,001	20	714	15	761	8	785	25	557	16
	1969	865	17	4,492	18	1,261	26	850	19	823	8	877	12	680	22
Base metals and miscellaneous manufactures of metal (Divisions 67, 68 and 69 excluding Group 681)	1959	1,228	5	4,278	13	1,574	17	1,105	7	1,048	16	258	7	293	8
	1960	1,254	2	5,160	21	1,951	24	1,339	23	1,186	13	331	28	329	12
	1961	1,276	2	5,165	—	2,050	5	1,276	-6	1,203	2	313	-5	323	-2
	1962	1,282	—	5,036	-3	2,012	-2	1,321	4	1,086	-10	318	2	299	-7
	1963	1,234	-4	5,083	1	1,934	-4	1,367	3	1,104	2	329	3	349	17
	1964	1,332	8	5,890	16	2,133	10	1,595	17	1,268	15	467	42	426	22
	1965	1,486	12	6,896	17	2,453	15	1,807	13	1,446	14	700	50	491	15
	1966	1,501	1	7,321	6	2,740	12	1,908	6	1,446	—	703	1	524	7
	1967	1,516	2	7,793	6	3,079	12	1,937	2	1,472	2	734	4	572	9
	1968	1,577	4	8,531	9	3,237	5	2,214	14	1,583	7	873	19	624	9
	1969	1,784	13	9,855	16	3,706	15	2,667	20	1,772	12	924	6	787	26
Iron and steel (Division 67)	1959	536	2	2,787	11	927	16	752	7	812	18	149	1	148	12
	1960	604	13	3,481	25	1,246	34	954	27	893	10	198	33	189	28
	1961	592	-2	3,370	-3	1,288	3	853	-11	884	-1	170	-14	175	-7
	1962	561	-5	3,239	-4	1,245	-2	884	4	769	-13	169	-1	172	-2
	1963	574	2	3,166	-2	1,146	-8	885	—	757	-2	169	—	209	22
	1964	610	6	3,616	14	1,235	8	1,031	16	888	17	242	43	220	5
	1965	657	8	4,137	14	1,417	15	1,144	11	966	9	367	51	243	11
	1966	604	-8	4,086	-1	1,461	3	1,100	-4	923	-5	340	-7	262	8
	1967	634	5	4,532	11	1,759	20	1,162	6	952	3	355	4	305	17
	1968	640	1	4,858	7	1,829	4	1,311	13	1,013	6	394	11	311	2
	1969	689	8	5,694	17	2,102	15	1,633	25	1,122	11	427	9	410	32
Machinery and transport equipment (Section 7)	1959	4,069	6	7,528	11	4,304	8	427	—	1,382	18	774	13	641	19
	1960	4,341	7	8,998	20	4,989	16	488	14	1,713	24	1,053	36	755	18
	1961	4,612	6	10,244	14	5,745	15	596	22	1,782	4	1,268	20	853	13
	1962	4,724	2	11,193	9	6,127	7	709	19	1,975	11	1,432	13	950	11
	1963	5,148	9	12,438	11	6,817	11	839	18	2,159	9	1,579	10	1,044	10
	1964	5,221	1	14,057	13	7,531	10	1,037	24	2,302	7	1,846	17	1,341	28
	1965	5,679	9	15,726	12	6,269	10	1,285	24	2,642	15	2,177	18	1,352	1
	1966	6,242	10	17,660	12	9,296	12	1,333	4	3,002	14	2,572	18	1,457	8
	1967	5,977	-4	18,896	7	9,783	5	1,370	3	3,304	10	2,954	15	1,486	2
	1968	6,376	7	21,829	16	11,353	16	1,577	15	3,726	13	3,508	19	1,665	12
	1969	7,275	14	26,159	20	13,375	18	2,047	30	4,599	23	4,103	17	2,036	22
Machinery other than electric (Division 71)	1959	1,682	10	3,015	5	1,928	2	152	1	419	14	338	10	178	19
	1960	1,944	13	3,729	24	2,255	17	190	23	563	34	516	53	206	16
	1961	2,225	14	4,572	23	2,832	26	240	26	650	15	613	19	237	15
	1962	2,289	3	5,117	12	3,077	9	288	20	760	17	707	15	285	20
	1963	2,459	8	5,492	7	3,299	7	300	4	812	7	793	12	288	1
	1964	2,478	1	6,067	10	3,588	9	374	25	911	12	863	9	331	15
	1965	2,685	8	6,846	13	3,933	10	423	13	1,064	17	1,038	20	387	17
	1966	3,002	12	7,982	17	4,564	16	440	4	1,234	16	1,287	24	457	18
	1967	2,949	-2	8,843	11	4,952	8	457	4	1,407	14	1,516	18	509	12
	1968	3,143	7	9,896	12	5,498	11	515	12	1,592	13	1,731	14	561	10
	1969	3,509	12	11,527	16	6,302	15	643	25	1,894	19	2,014	16	673	20

Table 9. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage increase on a year earlier in italics

Sweden		Switzerland		United States (a)		Canada		Japan		Total (a)		Exporter: SITC Category	
1,361	*8*	1,543	*9*	9,630	*-1*	2,390	*7*	3,032	*21*	45,558	*8*	1959	Total manufactures (Sections 5 to 8)
1,604	*18*	1,722	*12*	11,338	*18*	2,517	*5*	3,601	*19*	52,552	*15*	1960	
1,795	*12*	1,873	*9*	11,348	—	2,521	—	3,764	*5*	55,466	*6*	1961	
1,991	*11*	2,031	*8*	13,162	..	2,634	*4*	4,350	*16*	60,099	..	1962	
2,195	*10*	2,196	*8*	13,855	*5*	2,829	*7*	4,917	*13*	65,150	*8*	1963	
2,499	*14*	2,410	*10*	15,978	*15*	3,432	*21*	6,069	*23*	74,348	*14*	1964	
2,745	*10*	2,696	*12*	16,839	*5*	3,802	*11*	7,779	*28*	83,012	*12*	1965	
3,057	*11*	2,981	*11*	18,741	*11*	4,809	*26*	9,047	*16*	92,921	*12*	1966	
3,328	*9*	3,181	*7*	20,297	*8*	5,886	*22*	9,759	*8*	99,454	*7*	1967	
3,645	*10*	3,599	*13*	23,105	*14*	7,335	*25*	12,185	*25*	114,498	*15*	1968	
4,278	*17*	4,203	*17*	25,875	*12*	8,491	*16*	14,972	*23*	134,075	*17*	1969	
66	*17*	306	*19*	1,502	*10*	243	*5*	167	*21*	5,483	*13*	1959	Chemicals (Section 5)
74	*12*	362	*18*	1,702	*13*	189	*-22*	169	*2*	6,109	*11*	1960	
80	*8*	387	*7*	1,756	*3*	183	*- 3*	189	*12*	6,490	*6*	1961	
89	*11*	416	*8*	1,876	..	201	*10*	261	*38*	6,937	..	1962	
103	*16*	466	*12*	2,009	*7*	219	*9*	315	*21*	7,679	*11*	1963	
124	*20*	526	*13*	2,364	*18*	250	*14*	384	*22*	8,928	*16*	1964	
139	*12*	585	*11*	2,402	*2*	291	*16*	547	*43*	9,971	*12*	1965	
160	*15*	650	*11*	2,676	*11*	346	*19*	669	*22*	11,235	*13*	1966	
172	*7*	703	*8*	2,803	*5*	372	*8*	684	*2*	12,112	*8*	1967	
197	*15*	811	*15*	3,289	*17*	408	*10*	805	*18*	13,967	*16*	1968	
235	*19*	986	*22*	3,383	*3*	456	*12*	1,016	*26*	15,846	*14*	1969	
21	*23*	186	*9*	457	*4*	18	*20*	758	*7*	3,853	*7*	1959	Textiles other than wool tops (Division 65)
25	*21*	189	*1*	493	*8*	32	*81*	924	*22*	4,466	*16*	1960	
34	*36*	192	*2*	492	—	29	*- 9*	877	*- 5*	4,516	*1*	1961	
39	*15*	199	*4*	494	—	26	*-10*	922	*5*	4,789	*5*	1962	
41	*5*	207	*4*	491	*- 1*	34	*31*	916	*- 1*	4,974	*5*	1963	
49	*20*	225	*9*	582	*19*	45	*32*	1,038	*13*	5,613	*13*	1964	
53	*8*	234	*4*	528	*- 9*	54	*21*	1,140	*10*	5,874	*5*	1965	
61	*15*	248	*6*	554	*5*	55	*1*	1,271	*12*	6,243	*6*	1966	
71	*16*	251	*1*	531	*- 4*	49	*-11*	1,229	*3*	6,130	*- 2*	1967	
74	*5*	280	*12*	522	*- 2*	65	*35*	1,435	*17*	6,939	*14*	1968	
90	*21*	324	*15*	576	*10*	71	*9*	1,646	*15*	8,063	*16*	1969	
273	*11*	115	*16*	991	*-*	742	*17*	401	*8*	8,028	*6*	1959	Base metals and miscellaneous manufactures of metal (Division 67, 68 and 69 excluding Group 681)
325	*19*	97	*-17*	1,531	*54*	869	*17*	561	*40*	9,797	*22*	1960	
356	*10*	95	*- 2*	1,322	*-14*	832	*- 4*	559	—	9,605	*- 2*	1961	
355	—	99	*4*	1,353	..	840	*- 4*	742	*33*	9,707	..	1962	
388	*9*	109	*10*	1,433	*6*	884	*5*	942	*27*	10,073	*4*	1963	
463	*19*	125	*15*	1,725	*20*	1,021	*15*	1,203	*28*	11,758	*17*	1964	
525	*13*	151	*20*	1,722	—	1,124	*10*	1,718	*43*	13,622	*16*	1965	
612	*17*	176	*17*	1,755	*2*	1,212	*8*	1,778	*3*	14,355	*5*	1966	
651	*6*	182	*3*	1,704	*- 3*	1,340	*11*	1,779	—	14,965	*4*	1967	
707	*9*	205	*13*	1,852	*9*	1,555	*16*	2,336	*31*	16,764	*12*	1968	
844	*19*	235	*15*	2,387	*29*	1,481	*- 5*	2,928	*25*	19,514	*16*	1969	
156	*13*	9	*20*	409	*-33*	125	*67*	253	*1*	4,275	*4*	1959	Iron and steel (Division 67)
197	*26*	12	*37*	658	*61*	155	*24*	388	*53*	5,495	*29*	1960	
223	*13*	16	*33*	508	*-23*	130	*-16*	380	*- 2*	5,219	*- 5*	1961	
217	*- 3*	14	*-12*	471	*- 7*	140	*8*	531	*40*	5,173	*- 1*	1962	
237	*9*	15	*7*	523	*11*	171	*22*	699	*32*	5,385	*4*	1963	
292	*23*	17	*13*	675	*29*	212	*24*	910	*30*	6,332	*18*	1964	
322	*10*	21	*19*	629	*- 7*	212	—	1,290	*12*	7,268	*15*	1965	
357	*11*	25	*19*	558	*-11*	227	*7*	1,293	—	7,149	*- 2*	1966	
407	*14*	24	*- 3*	561	*1*	232	*3*	1,273	*- 2*	7,663	*7*	1967	
436	*7*	25	*6*	610	*9*	316	*36*	1,713	*35*	8,598	*12*	1968	
506	*16*	33	*31*	973	*59*	282	*-11*	2,165	*26*	10,342	*20*	1969	
668	*5*	478	*4*	5,161	*- 2*	413	*- 9*	810	*29*	19,126	*6*	1959	Machinery and transport equipment (Section 7)
782	*17*	550	*15*	5,993	*16*	428	*4*	928	*15*	22,019	*15*	1960	
884	*14*	633	*15*	6,104	*2*	501	*17*	1,120	*21*	24,098	*9*	1961	
1,034	*17*	693	*9*	7,546	..	584	*17*	1,233	*10*	27,007	..	1962	
1,127	*9*	743	*7*	7,856	*4*	644	*10*	1,469	*19*	29,425	*9*	1963	
1,254	*11*	796	*7*	8,976	*14*	945	*47*	1,958	*33*	33,207	*13*	1964	
1,388	*11*	894	*12*	9,613	*7*	1,187	*26*	2,643	*35*	37,129	*12*	1965	
1,517	*9*	985	*10*	10,808	*12*	1,928	*62*	3,308	*25*	42,448	*14*	1966	
1,673	*10*	1,057	*7*	12,146	*12*	2,830	*47*	3,817	*15*	46,395	*9*	1967	
1,815	*9*	1,214	*15*	13,952	*15*	3,863	*37*	4,925	*29*	53,975	*17*	1968	
2,117	*17*	1,430	*18*	15,523	*11*	4,815	*25*	6,165	*25*	63,484	*18*	1969	
287	*10*	368	*8*	2,765	—	261	*19*	170	*27*	8,579	*5*	1959	Machinery other than electric (Division 71)
353	*23*	420	*14*	3,166	*15*	260	—	222	*30*	10,094	*18*	1960	
437	*24*	477	*14*	3,532	*12*	264	*2*	313	*41*	11,820	*17*	1961	
515	*18*	528	*11*	3,906	..	305	*13*	335	*7*	12,995	..	1962	
513	—	566	*7*	4,006	*3*	343	*12*	339	*1*	13,718	*6*	1963	
577	*12*	603	*7*	4,619	*15*	435	*27*	481	*42*	15,260	*11*	1964	
625	*8*	664	*10*	5,013	*9*	486	*12*	624	*30*	16,942	*11*	1965	
752	*20*	736	*11*	5,515	*10*	676	*39*	813	*30*	19,477	*15*	1966	
789	*5*	785	*7*	5,925	*7*	780	*15*	928	*14*	20,999	*8*	1967	
861	*9*	884	*13*	6,289	*6*	911	*17*	1,167	*26*	23,152	*11*	1968	
964	*12*	1,046	*18*	7,137	*13*	1,075	*18*	1,539	*32*	26,797	*16*	1969	

(Continued on next page)

WORLD EXPORTS OF MANUFACTURES, *continued*

Table 9. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage increase on a year earlier in italics

SITC Category	Exporter	United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Electric machinery, apparatus and appliances (Division 72)	1959	677	*4*	1,464	*12*	801	*16*	96	*-13*	220	*5*	77	*13*	270	*19*
	1960	694	*2*	1,762	*20*	881	*10*	114	*18*	282	*28*	137	*78*	348	*29*
	1961	776	*12*	2,038	*16*	1,022	*16*	132	*16*	319	*13*	167	*22*	398	*14*
	1962	821	*6*	2,217	*9*	1,085	*6*	159	*20*	348	*9*	209	*25*	416	*5*
	1963	914	*11*	2,474	*12*	1,173	*8*	187	*18*	392	*13*	262	*25*	460	*11*
	1964	905	*-1*	2,913	*18*	1,311	*12*	233	*25*	449	*15*	342	*31*	578	*26*
	1965	951	*5*	3,325	*14*	1,478	*13*	259	*11*	535	*19*	430	*26*	623	*8*
	1966	1,000	*5*	3,548	*7*	1,619	*10*	256	*-1*	556	*4*	494	*15*	623	*—*
	1967	989	*-1*	3,871	*9*	1,761	*9*	262	*2*	591	*6*	594	*20*	663	*6*
	1968	1,016	*3*	4,345	*12*	1,947	*11*	291	*11*	676	*14*	698	*18*	733	*11*
	1969	1,162	*14*	5,304	*22*	2,404	*23*	353	*22*	833	*23*	838	*20*	876	*19*
Transport equipment (Division 73)	1959	1,679	*3*	3,049	*16*	1,575	*12*	178	*10*	743	*25*	359	*15*	194	*20*
	1960	1,702	*1*	3,506	*15*	1,853	*18*	185	*4*	868	*17*	400	*11*	200	*3*
	1961	1,613	*-5*	3,634	*4*	1,891	*2*	224	*21*	813	*-6*	488	*22*	218	*9*
	1962	1,615	*—*	3,861	*6*	1,966	*4*	262	*17*	868	*7*	516	*6*	249	*14*
	1963	1,775	*10*	4,472	*16*	2,345	*19*	353	*35*	955	*10*	524	*2*	295	*18*
	1964	1,839	*4*	5,078	*14*	2,632	*12*	430	*22*	943	*-1*	641	*22*	432	*46*
	1965	2,043	*11*	5,555	*9*	2,858	*9*	604	*40*	1,043	*11*	709	*11*	341	*-21*
	1966	2,241	*10*	6,128	*10*	3,112	*9*	637	*5*	1,212	*16*	790	*12*	377	*11*
	1967	2,039	*-9*	6,182	*1*	3,070	*-1*	651	*2*	1,305	*8*	844	*7*	313	*-17*
	1968	2,217	*9*	7,588	*23*	3,908	*27*	772	*19*	1,459	*12*	1,079	*28*	371	*18*
	1969	2,604	*17*	9,328	*23*	4,668	*19*	1,051	*36*	1,872	*28*	1,250	*16*	487	*31*
Passenger road motor vehicles complete and chassis (other than buses or motor-cycles) (Sub-group 732·1 and 732·6)	1959	624	*19*	1,520	*30*	784	*19*	67	*37*	471	*51*	183	*32*	13	*15*
	1960	630	*1*	1,644	*8*	895	*14*	88	*30*	469	*—*	174	*-5*	18	*43*
	1961	417	*-34*	1,609	*-2*	957	*8*	100	*14*	354	*-25*	184	*6*	14	*-22*
	1962	604	*45*	1,918	*19*	1,067	*11*	138	*38*	429	*21*	268	*46*	16	*14*
	1963	667	*10*	2,240	*17*	1,324	*24*	146	*6*	497	*16*	253	*-6*	20	*25*
	1964	722	*8*	2,495	*11*	1,514	*14*	218	*49*	442	*-11*	281	*11*	41	*105*
	1965	706	*-2*	2,838	*14*	1,636	*8*	367	*69*	494	*12*	301	*7*	39	*-4*
	1966	661	*-6*	3,095	*9*	1,779	*9*	376	*2*	537	*9*	368	*22*	35	*-11*
	1967	588	*-11*	3,137	*1*	1,698	*-5*	392	*4*	595	*11*	414	*13*	38	*11*
	1968	678	*16*	4,085	*30*	2,254	*33*	512	*31*	698	*17*	565	*36*	57	*48*
	1969	828	*22*	4,871	*19*	2,569	*14*	736	*44*	885	*27*	618	*9*	63	*11*
Buses, trucks, lorries, complete and chassis (Sub-groups 732·2, ·3, ·4 and ·7)	1959	257	*9*	342	*5*	224	*7*	14	*8*	85	*—*	13	*-7*	6	*30*
	1960	302	*17*	401	*17*	245	*9*	14	*1*	104	*23*	26	*93*	13	*116*
	1961	356	*18*	406	*1*	270	*12*	20	*43*	74	*-29*	27	*4*	15	*15*
	1962	328	*-8*	417	*3*	270	*—*	25	*25*	70	*-5*	38	*41*	14	*-7*
	1963	355	*8*	423	*1*	268	*-1*	26	*4*	73	*4*	39	*3*	17	*21*
	1964	363	*2*	494	*17*	306	*14*	32	*23*	78	*7*	57	*46*	20	*18*
	1965	386	*6*	511	*3*	305	*-1*	41	*25*	78	*—*	62	*8*	26	*28*
	1966	403	*4*	647	*27*	336	*10*	99	*145*	97	*25*	82	*33*	33	*26*
	1967	329	*-18*	664	*3*	350	*4*	92	*-7*	96	*-2*	94	*15*	32	*-1*
	1968	319	*-3*	776	*17*	461	*32*	72	*-22*	113	*18*	94	*—*	36	*12*
	1969	420	*32*	944	*22*	577	*25*	93	*29*	114	*1*	108	*15*	51	*42*
Bodies, chassis and other parts for road motor vehicles (Sub-group 732·8)	1959	239	*10*	215	*29*	133	*33*	4	*15*	47	*16*	27	*32*	4	*31*
	1960	295	*23*	304	*42*	181	*37*	8	*91*	73	*57*	35	*33*	6	*58*
	1961	301	*2*	374	*23*	237	*29*	11	*38*	81	*11*	41	*17*	8	*33*
	1962	321	*7*	412	*10*	267	*13*	10	*-9*	75	*-7*	51	*24*	9	*13*
	1963	352	*10*	462	*12*	291	*11*	12	*20*	89	*19*	59	*16*	11	*22*
	1964	399	*13*	550	*19*	342	*18*	26	*117*	103	*16*	68	*15*	12	*9*
	1965	465	*17*	737	*34*	438	*28*	67	*162*	135	*31*	82	*20*	15	*27*
	1966	505	*9*	878	*19*	483	*10*	82	*22*	193	*43*	102	*24*	19	*27*
	1967	486	*-4*	906	*3*	484	*—*	77	*-7*	197	*2*	128	*26*	21	*9*
	1968	543	*12*	1,100	*21*	581	*20*	92	*20*	241	*22*	161	*25*	25	*20*
	1969	606	*12*	1,435	*30*	788	*36*	95	*3*	320	*33*	196	*22*	35	*41*
Other manufactures (Section 8 and rest of Settion 6)	1959	1,353	*8*	3,536	*18*	1,348	*13*	571	*23*	831	*17*	422	*27*	364	*20*
	1960	1,466	*8*	4,152	*17*	1,534	*14*	582	*2*	1,015	*22*	624	*48*	397	*9*
	1961	1,603	*9*	4,476	*8*	1,613	*5*	642	*10*	1,026	*1*	757	*21*	438	*10*
	1962	1,661	*4*	4,893	*9*	1,710	*6*	737	*15*	1,087	*6*	892	*18*	467	*7*
	1963	1,840	*11*	5,564	*14*	1,982	*16*	828	*12*	1,191	*10*	1,049	*18*	514	*10*
	1964	2,047	*11*	6,456	*16*	2,229	*12*	1,020	*23*	1,341	*13*	1,256	*20*	610	*19*
	1965	2,245	*10*	7,256	*12*	2,441	*10*	1,127	*10*	1,506	*12*	1,488	*18*	695	*14*
	1966	2,449	*9*	8,324	*15*	2,784	*14*	1,286	*14*	1,661	*10*	1,820	*22*	773	*11*
	1967	2,512	*3*	8,953	*8*	3,081	*11*	1,342	*4*	1,725	*4*	1,984	*9*	821	*6*
	1968	2,838	*13*	10,460	*17*	3,571	*16*	1,558	*16*	1,958	*14*	2,440	*23*	933	*14*
	1969	3,423	*21*	12,633	*21*	4,289	*20*	1,908	*23*	2,239	*14*	3,052	*25*	1,146	*23*
Scientific instruments, etc. (Division 86)	1959	115	*10*	473	*13*	303	*9*	54	*30*	73	*8*	22	*25*	21	*74*
	1960	144	*25*	525	*11*	334	*10*	53	*-2*	88	*21*	32	*47*	18	*-16*
	1961	165	*15*	624	*19*	390	*17*	67	*25*	96	*9*	46	*42*	25	*42*
	1962	185	*12*	686	*10*	415	*6*	78	*17*	106	*11*	54	*19*	33	*29*
	1963	220	*19*	830	*21*	519	*25*	80	*3*	116	*9*	74	*36*	42	*29*
	1964	258	*17*	909	*9*	534	*3*	96	*21*	140	*20*	90	*22*	49	*16*
	1965	292	*13*	967	*6*	548	*3*	106	*10*	159	*13*	96	*7*	59	*20*
	1966	332	*14*	1,079	*12*	620	*13*	113	*7*	177	*12*	104	*8*	65	*11*
	1967	354	*6*	1,194	*11*	675	*9*	120	*6*	202	*14*	117	*13*	81	*24*
	1968	372	*5*	1,349	*13*	752	*11*	127	*6*	232	*15*	138	*18*	100	*24*
	1969	452	*21*	1,619	*20*	890	*18*	146	*15*	277	*20*	168	*22*	138	*39*

Table 9. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage increase on a year earlier in italics

Sweden		Switzerland		United States (a)		Canada		Japan		Total (a)		Exporter	SITC Category
93	– 2	94	3	775	– 2	44	19	198	100	3,345	9	1959	Electric machinery, apparatus and appliances (Division 72)
113	22	119	27	786	1	64	46	274	39	3,812	14	1960	
121	7	143	20	955	22	78	20	337	23	4,448	17	1961	
143	18	150	4	1,361	..	90	17	426	26	5,208	..	1962	
166	16	166	11	1,492	10	102	13	516	21	5,830	12	1963	
219	32	181	9	1,665	12	118	16	638	24	6,639	14	1964	
224	3	212	17	1,661	—	212	80	775	22	7,360	11	1965	
264	18	229	8	1,899	14	273	29	1,055	36	8,269	12	1966	
283	7	249	9	2,097	10	310	13	1,156	10	8,955	8	1967	
329	16	304	22	2,286	9	386	25	1,522	32	10,188	14	1968	
378	15	355	17	2,678	17	427	11	1,995	31	12,299	21	1969	
288	3	16	–33	1,621	– 5	107	–45	442	12	7,202	5	1959	Transport equipment (Division 73)
316	10	11	–33	2,041	26	103	– 4	433	– 2	8,112	13	1960	
326	3	13	18	1,617	–21	159	54	470	9	7,832	– 3	1961	
376	17	15	17	2,280	..	189	21	472	—	8,808	..	1962	
447	19	11	–27	2,357	3	200	6	614	30	9,876	12	1963	
459	3	12	9	2,691	14	393	97	839	37	11,311	15	1964	
539	18	18	54	2,939	9	489	25	1,243	48	12,826	13	1965	
501	– 7	20	13	3,394	16	978	100	1,439	16	14,703	15	1966	
601	20	23	11	4,124	21	1,740	78	1,734	20	16,442	12	1967	
626	4	26	14	5,377	30	2,565	47	2,236	29	20,635	26	1968	
774	24	29	13	5,708	6	3,314	29	2,631	18	24,389	18	1969	
55	44	8	17	236	–15	18	–12	8	57	2,469	21	1959	Passenger road motor vehicles complete, and chassis (other than buses or motor cycles) (Sub-group 732.1 and 732.6)
61	12	1	–92	258	9	25	42	16	106	2,635	7	1960	
59	– 3	—	—	235	– 9	18	–28	23	44	2,379	–10	1961	
71	20	—	—	264	12	20	11	30	30	2,907	22	1962	
87	23	—	—	276	5	27	35	39	30	3,336	15	1963	
101	16	—	—	338	22	65	141	77	97	3,799	14	1964	
116	14	—	—	403	..	140	115	115	50	4,319	..	1965	
145	25	—	—	576	43	398	185	176	53	5,052	17	1966	
186	28	1	32	824	43	815	105	251	42	5,800	15	1967	
209	13	—	—	982	19	1,258	54	462	84	7,675	32	1968	
232	11	1	38	1,023	4	1,663	32	652	41	9,269	21	1969	
37	6	—	—	333	11	15	36	34	143	1,018	10	1959	Buses, trucks, lorries, complete and chassis (Sub-group 732.2, .3, .4 and 7)
48	29	—	—	372	12	15	—	62	85	1,200	18	1960	
60	25	—	—	361	– 3	5	–67	58	– 6	1,273	6	1961	
67	12	—	—	249	– 3	4	–20	84	45	1,149	–10	1962	
64	– 4	—	—	268	8	10	150	95	13	1,215	6	1963	
76	19	—	—	342	28	13	30	103	8	1,391	14	1964	
74	– 3	2	—	402	..	33	141	121	17	1,530	..	1965	
93	26	1	–39	446	11	163	400	128	6	1,882	23	1966	
87	– 7	2	80	500	12	305	88	182	42	2,069	10	1967	
95	10	3	20	518	4	446	46	248	36	2,405	16	1968	
137	45	4	28	622	20	648	45	330	33	3,104	29	1969	
11	41	—	—	661	14	28	33	10	51	1,164	16	1959	Bodies, chassis and other parts of road motor vehicles (Sub-group 732.8)
13	17	—	—	686	4	39	39	13	23	1,351	16	1960	
19	46	—	—	684	—	26	–10	15	15	1,419	5	1961	
22	16	—	—	802	17	22	–15	15	—	1,597	13	1962	
27	23	—	—	903	13	33	50	17	13	1,794	12	1963	
31	15	3	—	866	– 4	68	106	23	35	1,941	8	1964	
38	23	4	25	1,127	..	139	104	28	22	2,538	..	1965	
46	24	4	5	1,269	13	263	90	41	43	3,006	18	1966	
54	16	4	11	1,351	6	371	41	52	27	3,224	7	1967	
62	15	5	30	1,799	33	548	48	78	50	4,135	28	1968	
75	21	6	10	2,060	14	714	30	105	35	5,000	21	1969	
333	8	457	5	1,520	5	974	9	899	35	9,072	13	1959	Other manufactures (Section 8 and rest of Section 6)
397	19	524	15	1,620	7	999	3	1,020	13	10,178	12	1960	
441	11	563	7	1,675	3	976	– 2	1,019	—	10,753	6	1961	
475	8	624	11	1,893	..	981	1	1,192	17	11,717	..	1962	
537	13	671	8	2,066	9	1,048	7	1,276	7	13,002	11	1963	
609	13	737	10	2,331	13	1,171	12	1,487	17	14,839	14	1964	
640	5	832	13	2,565	10	1,146	– 2	1,731	16	16,416	11	1965	
707	10	923	11	2,947	15	1,269	11	2,021	17	18,640	14	1966	
762	8	989	7	3,114	6	1,296	2	2,249	11	19,874	7	1967	
851	12	1,089	10	3,490	12	1,443	11	2,683	19	22,854	15	1968	
993	17	1,228	13	4,007	15	1,668	16	3,217	20	27,168	19	1969	
13	15	293	1	280	7	16	23	81	56	1,271	11	1959	Scientific instruments, etc. (Division 86)
15	10	343	17	327	17	21	30	101	25	1,475	16	1960	
17	17	364	6	354	9	25	17	118	16	1,666	13	1961	
19	13	399	10	418	18	43	71	144	23	1,894	14	1962	
21	7	419	5	456	9	74	74	168	17	2,188	16	1963	
22	3	459	9	516	13	82	11	197	17	2,443	12	1964	
26	22	507	11	647	25	14	–83	256	30	2,710	11	1965	
32	23	570	12	763	18	16	12	330	29	3,123	15	1966	
35	7	606	6	853	12	16	3	390	18	3,448	10	1967	
41	17	654	8	925	8	22	36	468	20	3,830	11	1968	
53	30	710	9	1,067	15	26	17	570	22	4,497	17	1969	

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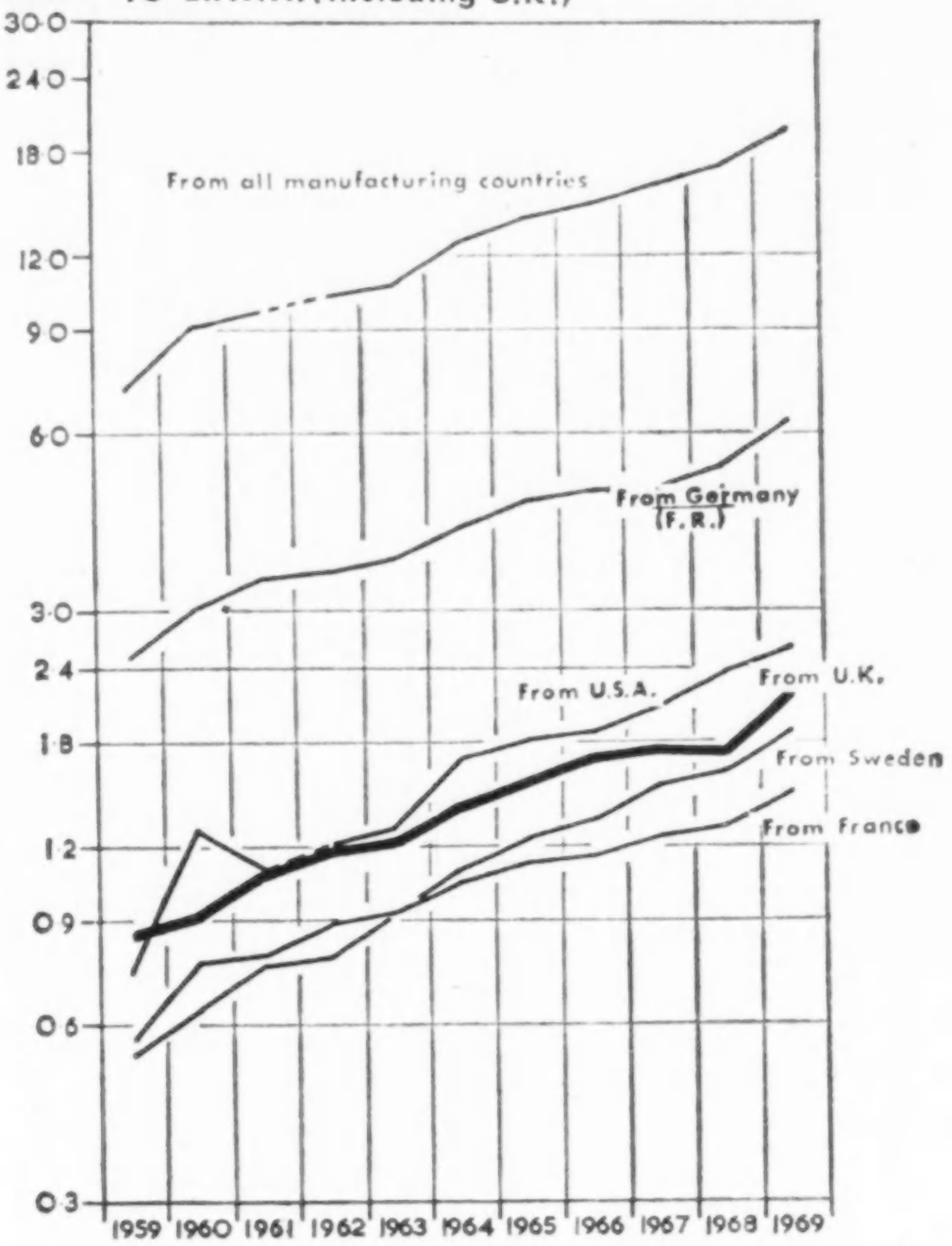
WORLD EXPORTS OF MANUFACTURES, *continued*

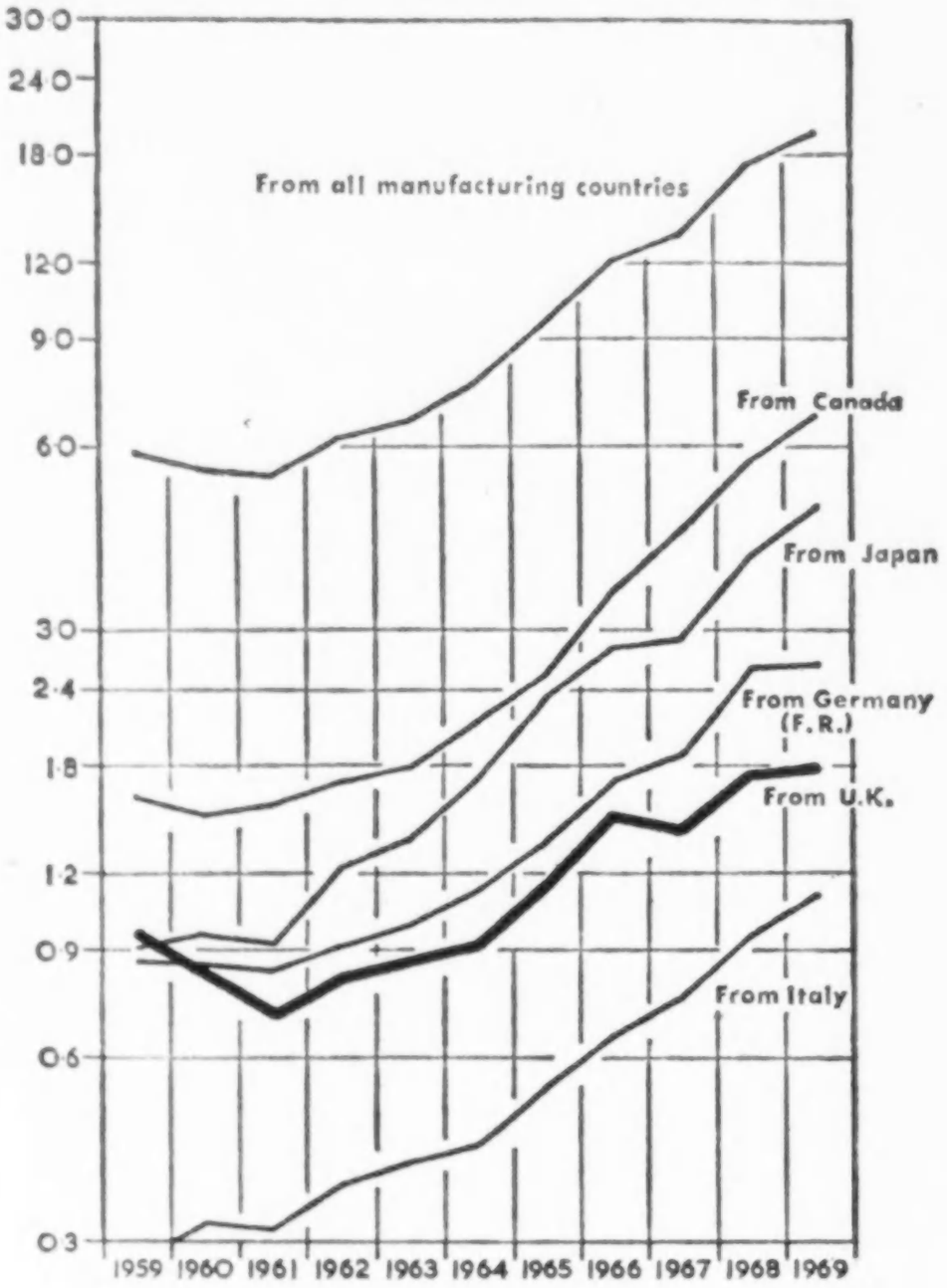
U.S.$ 000 M

TO E.F.T.A. (including U.K.) CHART 4



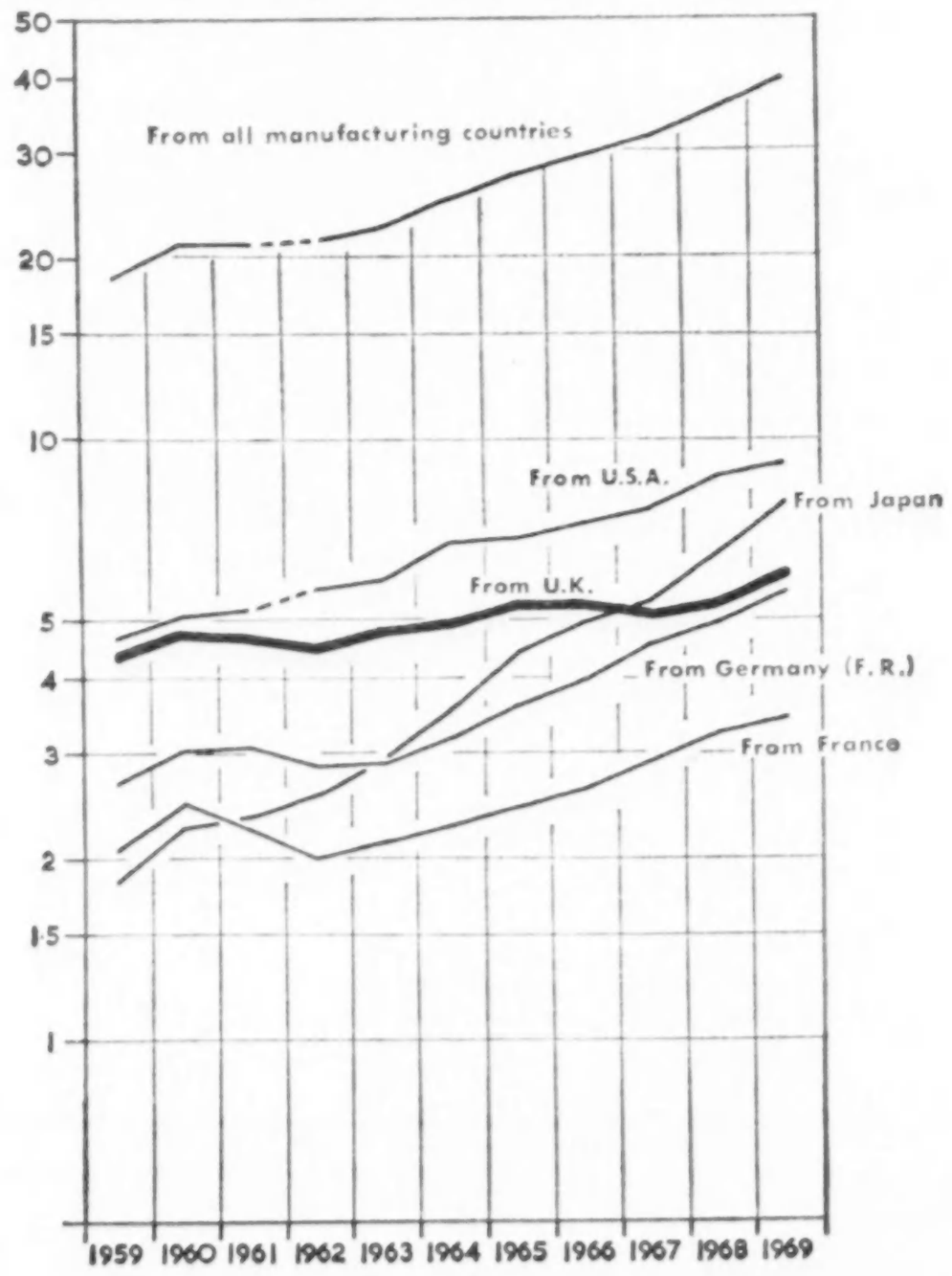
U.S.$ 000 M

TO U.S.A. CHART 5



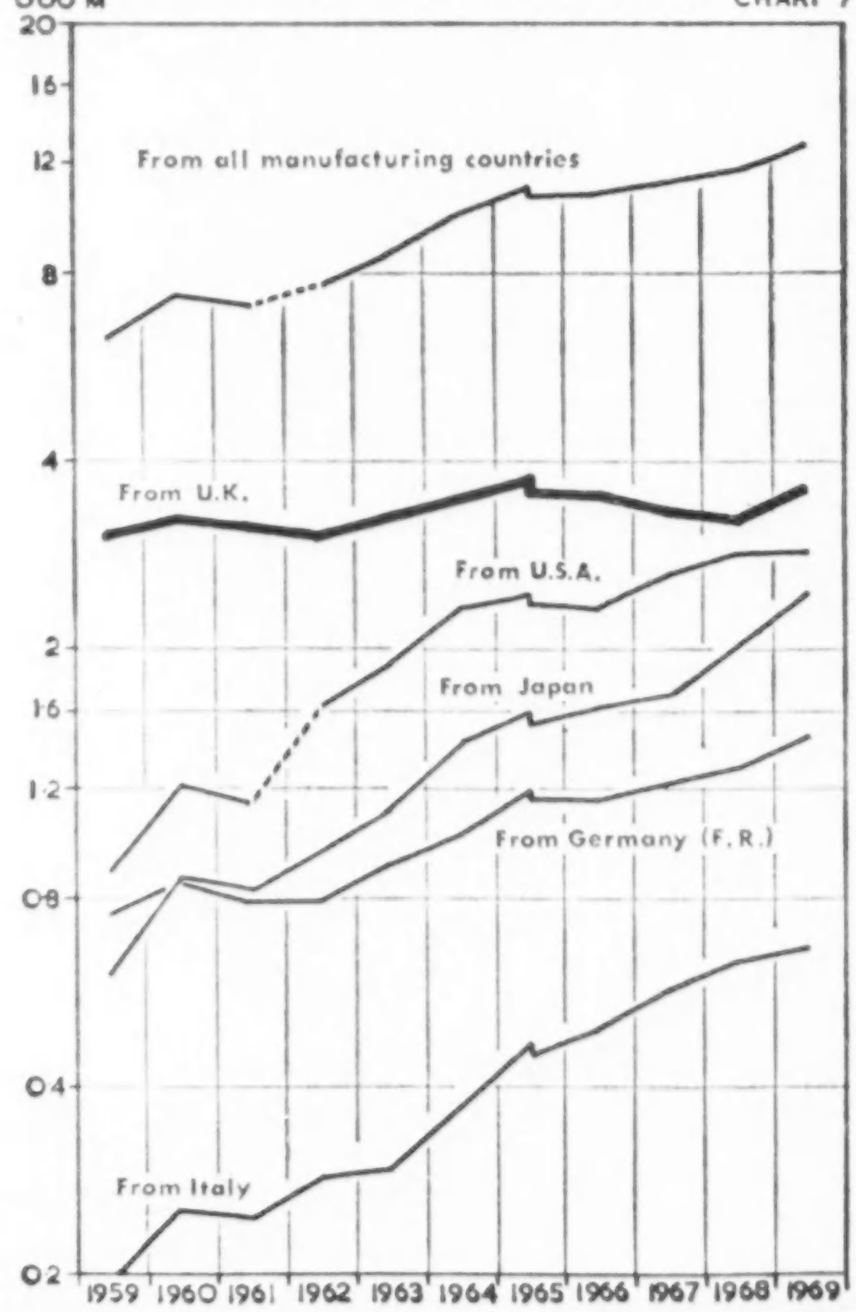
U.S.$ 000 M

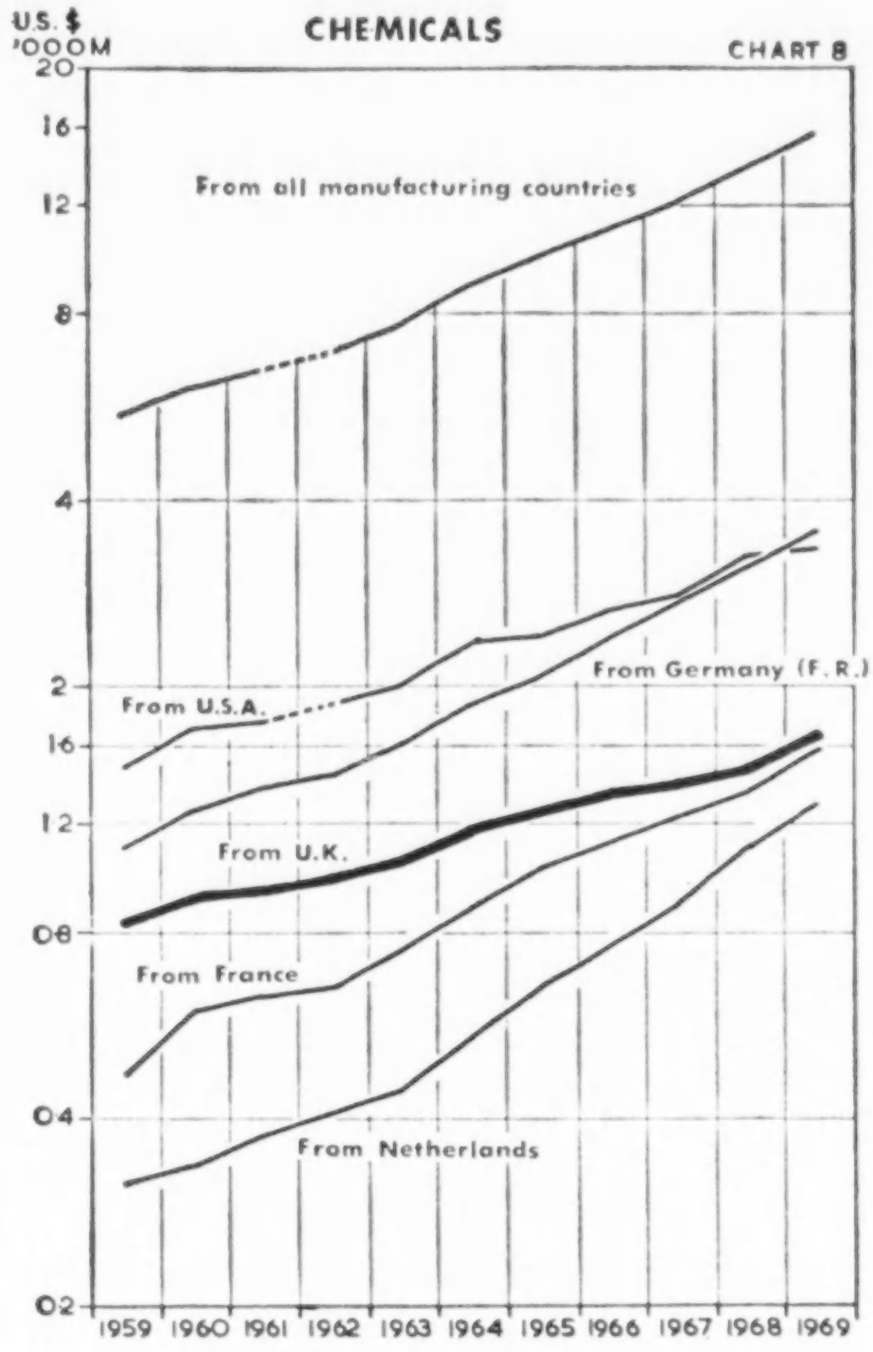
TO PRIMARY PRODUCERS CHART 6

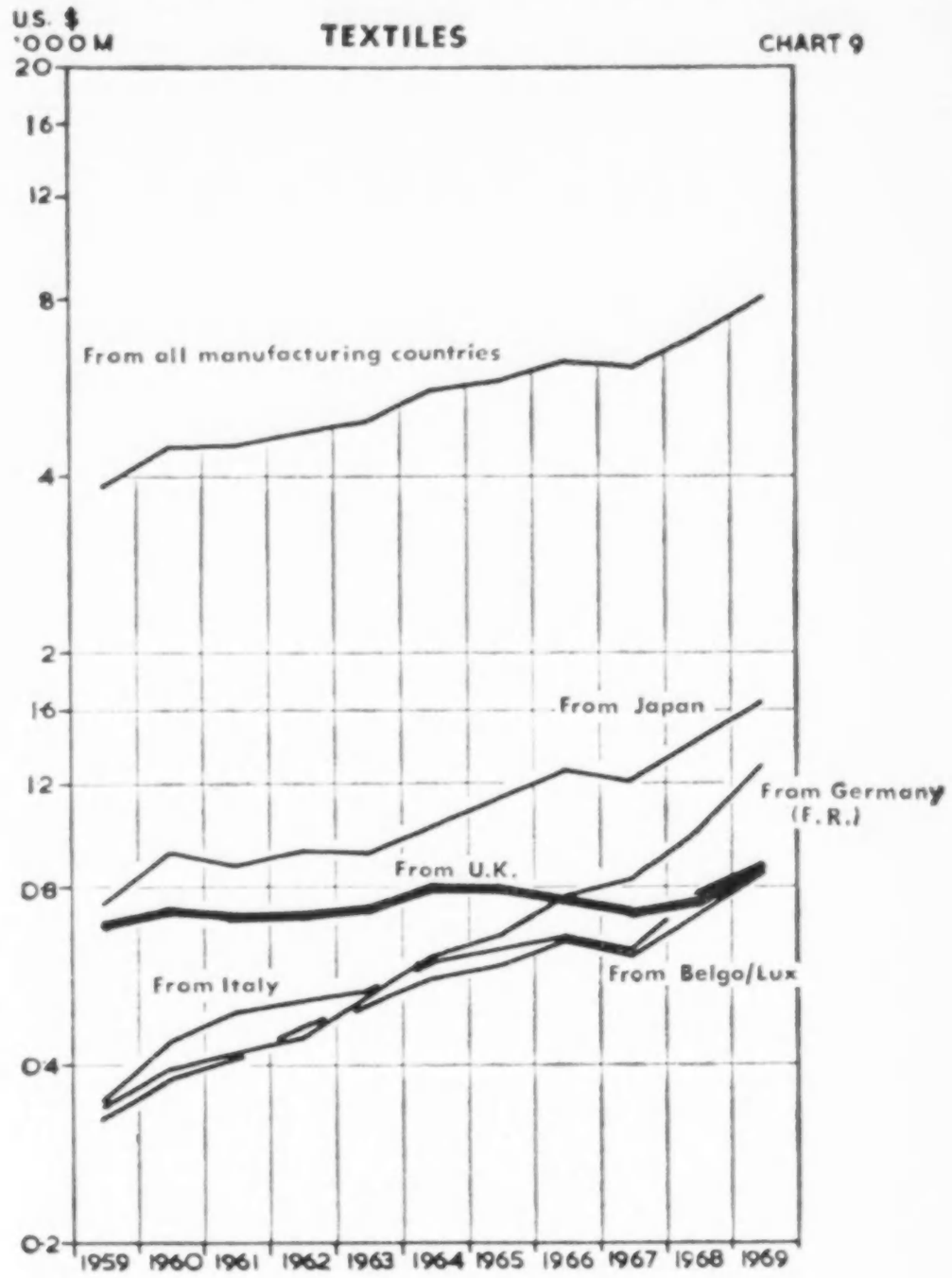


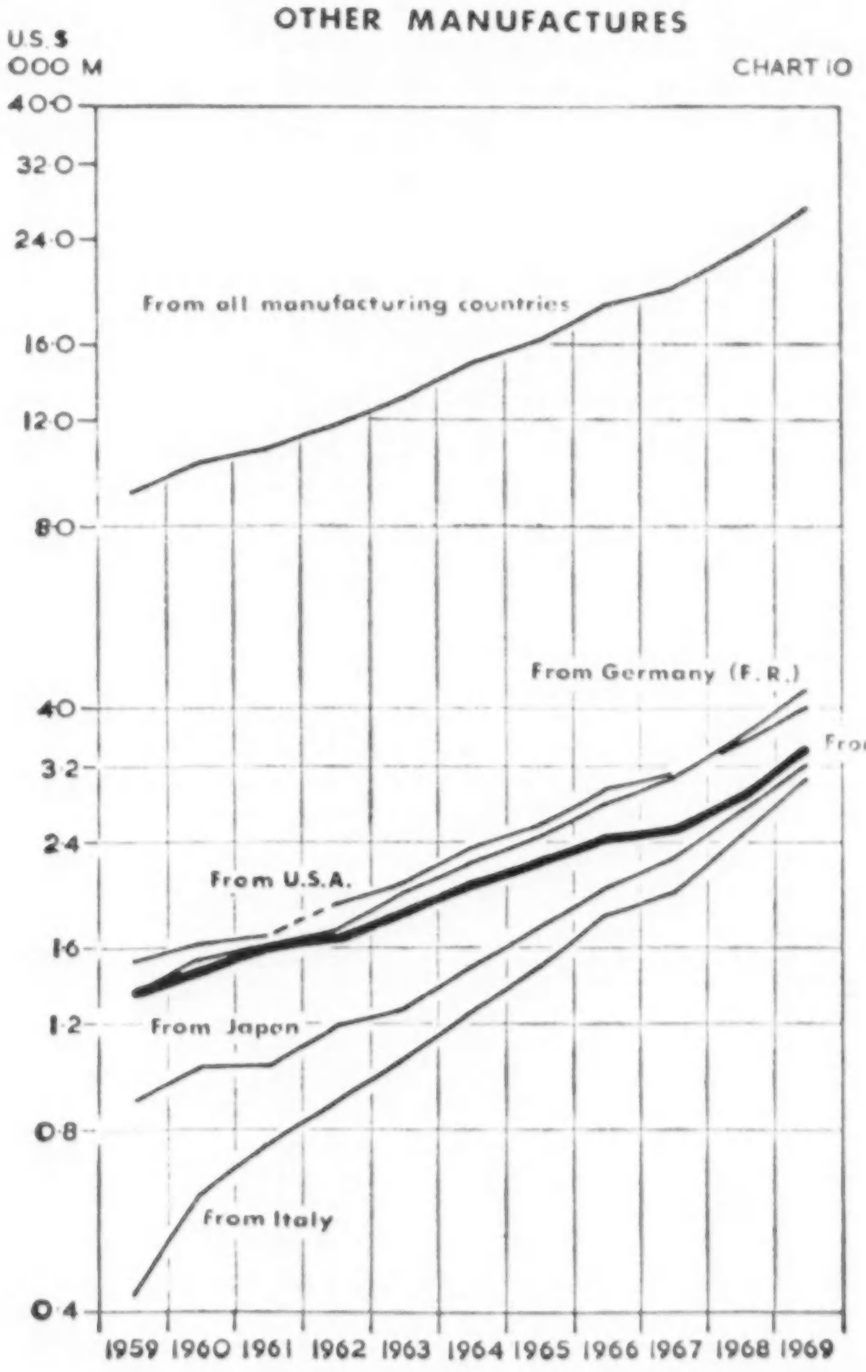
U.S.$ '000 M

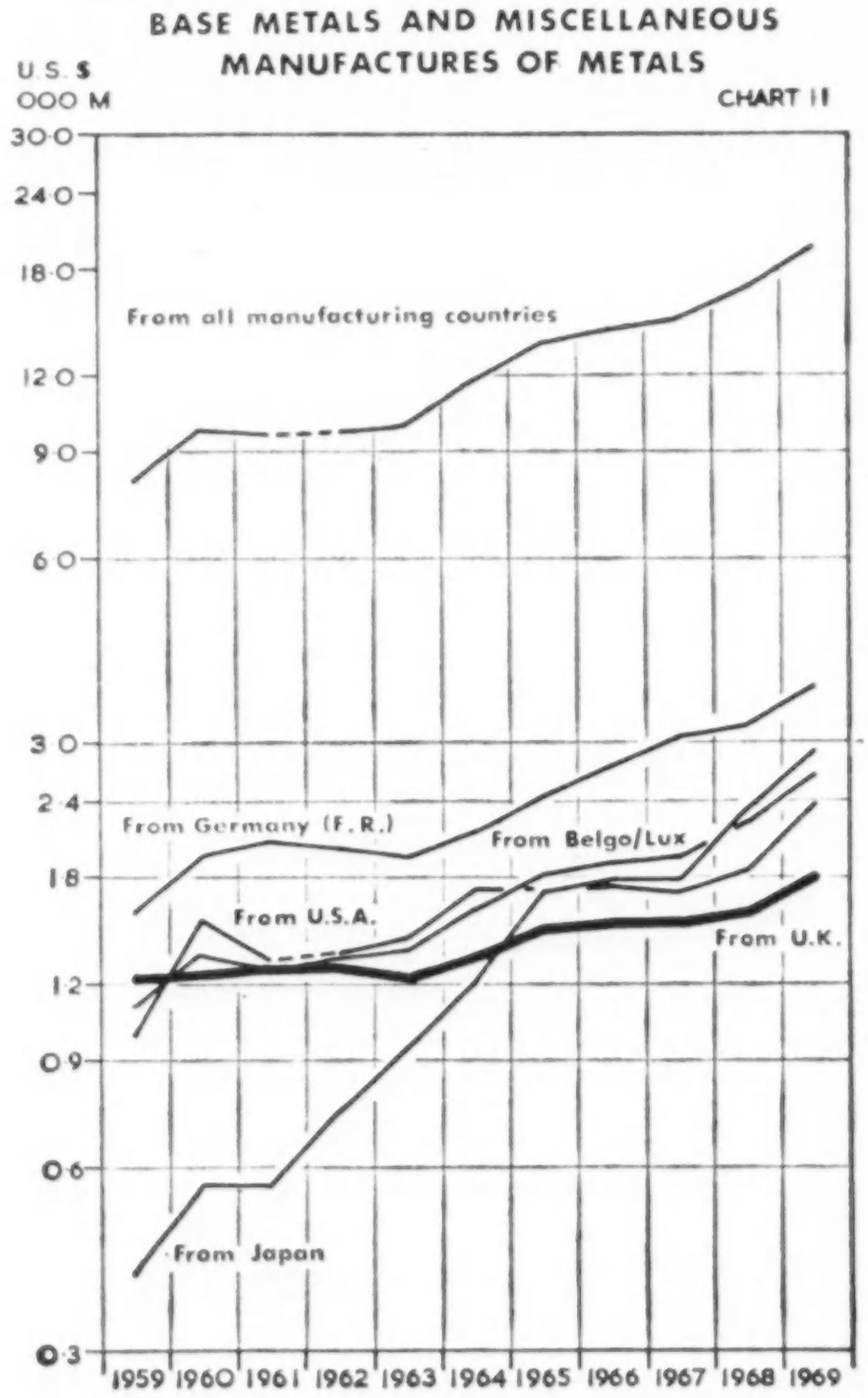
TO NON O.E.C.D. STERLING AREA CHART 7











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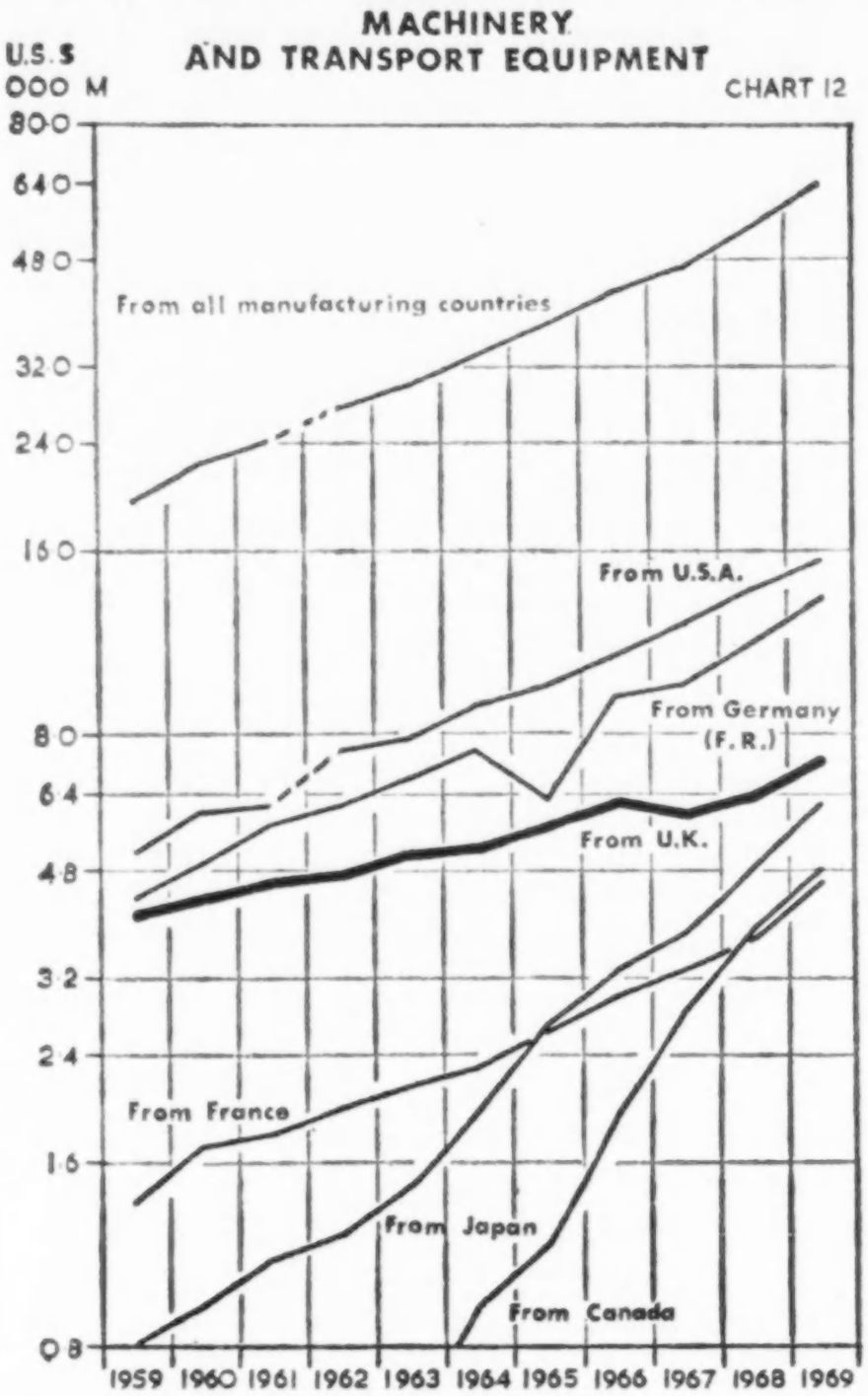
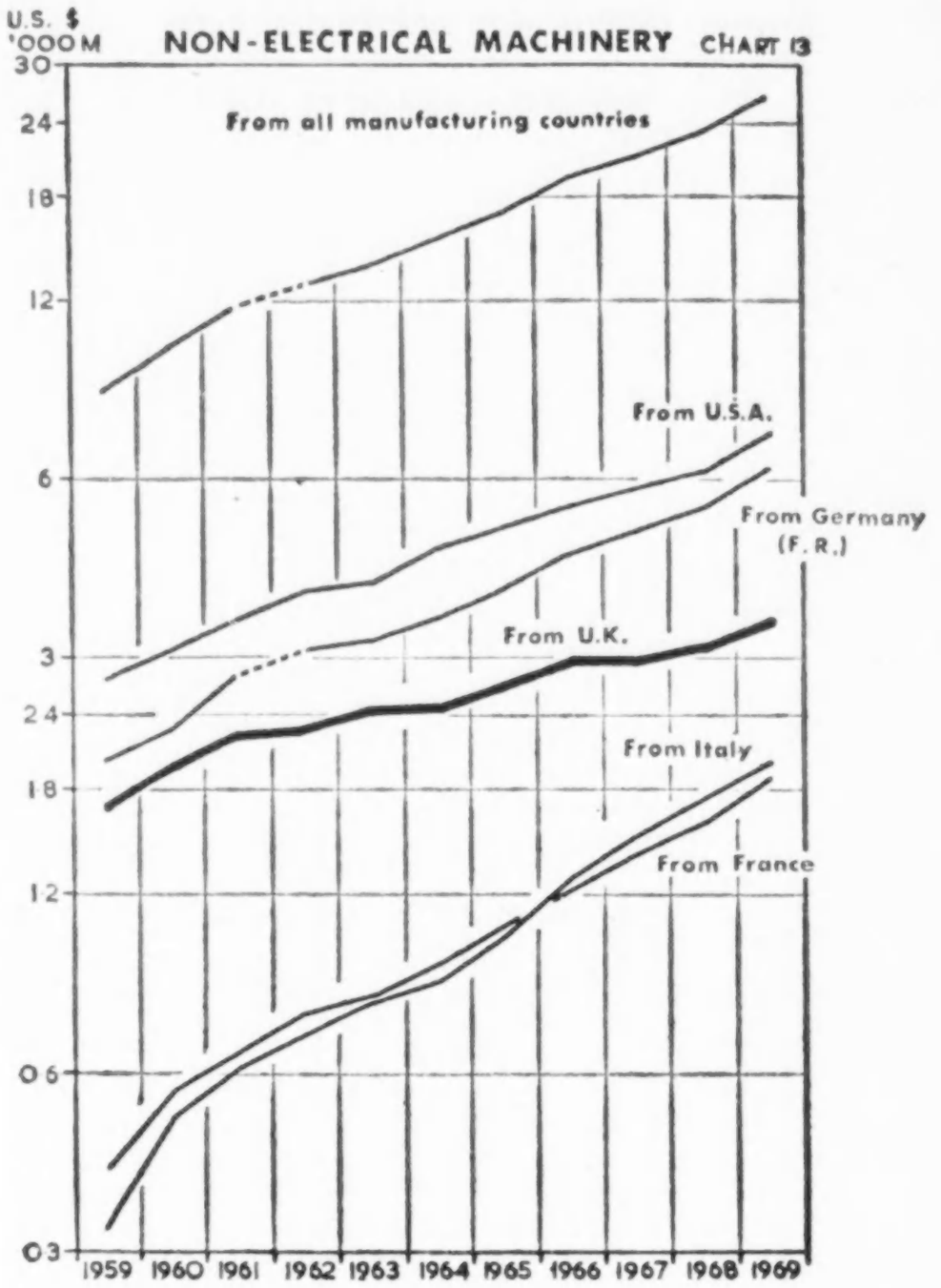
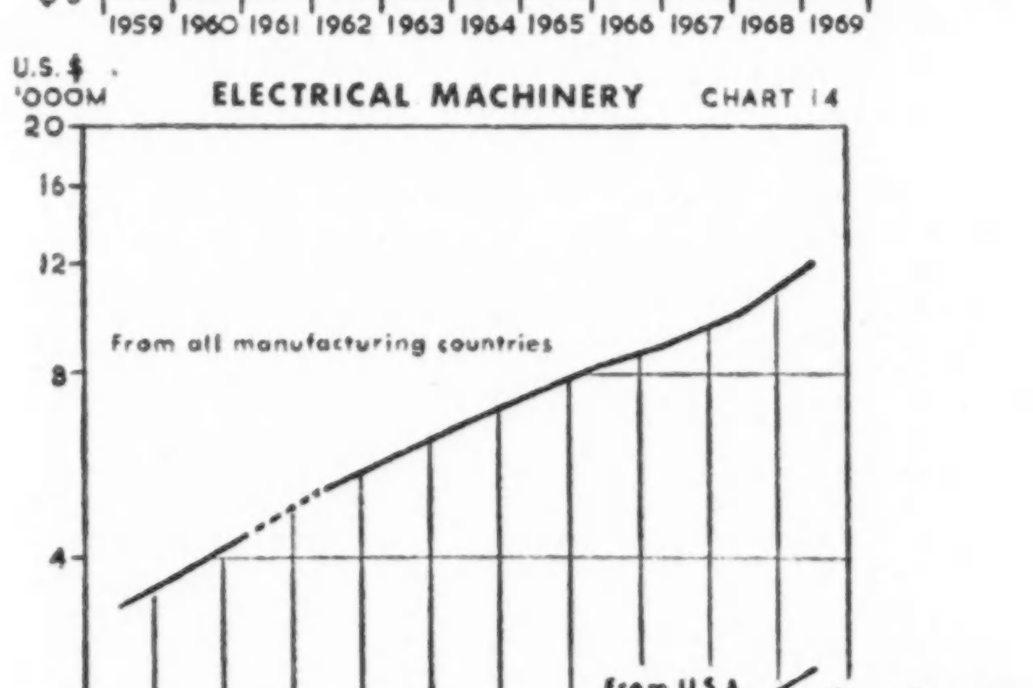
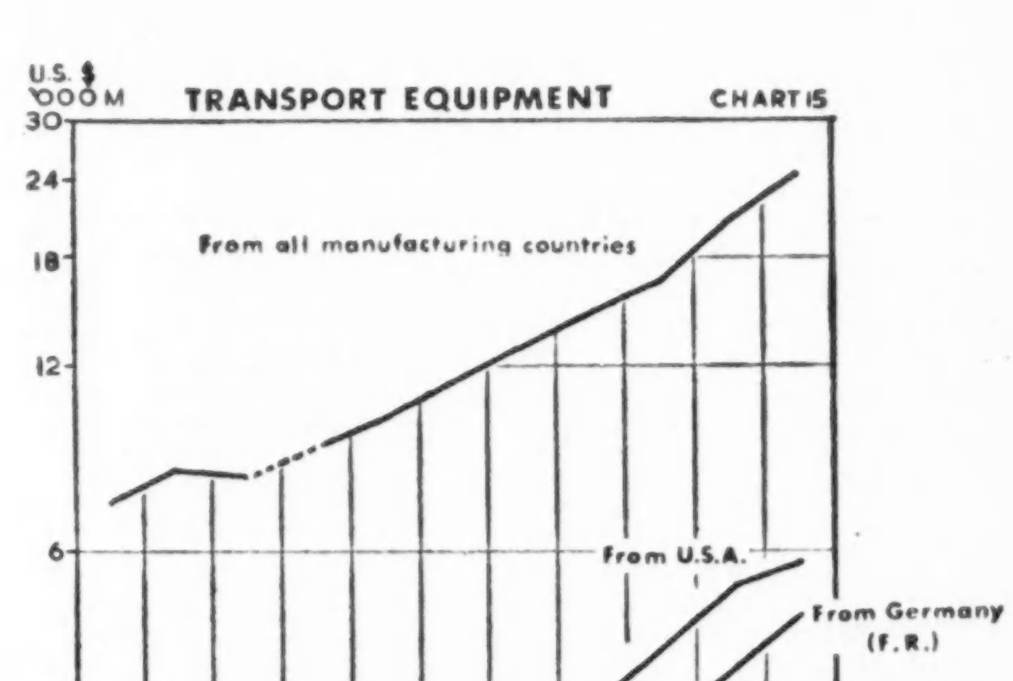
WORLD EXPORTS OF MANUFACTURES, *continued*









United Kingdom trade by air in the first half of 1970

UNITED KINGDOM trade by air has continued to grow in the first half of this year. Imports carried by air totalled £597 million, an increase of 11 per cent compared with the first half of 1969. As in previous years imports carried by air have again grown much faster than total imports, although the increase was less than in previous years (Table 1 (a)). The proportion of imports carried by air in the first six months of this year was something over 13 per cent and about the same as in the second half of last year (Table 1).

Exports by air totalled £521 million in the first half of 1970, an increase of 13 per cent over the same period of last year, which was slightly less than the growth in total exports. The proportion of exports carried by air in the first six months of this year was 13 per cent, the same as in the first half of 1969 but a little below the proportion in the second half of last year.

The commodity analyses of Tables 2 and 3 illustrate the relative importance of the different categories of trade by air. Machinery continued to be the most important group and accounted for well over a third of the total values carried by air of both exports and imports in the first half of 1970.

Other important groups in the trade by air were metals and metal manufactures, scientific instruments, transport equipment, non-metallic mineral manufactures and medicinal products.

For some classes of merchandise, carriage by air accounts for a significant part of the total imports and exports of the commodity group. Those commodities with the largest proportions exported by air in the first half of this year were clothing (46 per cent), hides and skins (41 per cent), medicinal and pharmaceutical products (38 per cent) and leather and leather manufactures (36 per cent). Among imports the commodities with the highest proportions of goods carried by air were electrical machinery (56 per cent), non-metallic mineral manufactures, including precious stones (54 per cent) and scientific instruments (53 per cent).

The pattern of trade by countries and main areas is shown in Tables 4 and 5. In the first half of 1970, 44 per cent of the exports carried by air were destined for Western Europe with North America accounting for a further 26 per cent. These two important areas also accounted for the greater part of the value of imports by air. Over 70 per cent of the goods imported by air came from North America and Western Europe, both sources being about equally important.

Air transport accounted for 29 per cent of total exports to France and 26 per cent of exports to Japan. The proportion of exports carried by air to the United States, Switzerland and Canada exceeded in all cases 20 per cent. Carriage by air accounts for a high proportion of our imports from Switzerland (34 per cent), United States (32 per cent), Portugal (31 per cent) and France (24 per cent).

Statistical Note

Complete newly-built aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

No allowance is made either in the totals of trade or in the figures of trade by air for under-recording of exports (see *Board of Trade Journal*, May 20, page 1392).

Imports by parcel post are included in total imports but are not available for inclusion in the figures of imports by air.

Exports of parcel post are included in total exports and in exports by air.

Table 1. Value of trade compared with total trade

Year	Exports			Imports		
	Total £m. fob	By air £m. fob	*Per cent*	Total £m. cif	By air £m. cif	*Per cent*
1965	4,900·8	425·2	*8·7*	5,751·1	438·3	*7·6*
1966	5,255·4	550·7	*10·5*	5,949·4	545·6	*9·2*
1967	5,229·6	606·2	*11·6*	6,436·7	641·5	*10·0*
1968	6,433·9	831·5	*12·9*	7,897·5	929·4	*11·8*
1969	7,337·6	978·7	*13·3*	8,323·6	1,084·5	*13·0*
1969 1st half	3,522·8	459·7	*13·0*	4,179·7	536·7	*12·8*
2nd half	3,814·8	519·1	*13·6*	4,143·9	547·8	*13·2*
1970 1st half	4,012·6	521·0	*13·0*	4,501·4	596·7	*13·3*

Table 1 (a). Increase in value of United Kingdom trade (per cent on a year earlier)

Year	Exports		Imports	
	Total	By air	Total	By air
1965	7	25	1	16
1966	7	30	3	24
1967	—	10	8	18
1968	23	37	23	45
1969	14	18	5	17
1969 1st half	12	20	6	17
2nd half	16	16	5	16
1970 1st half	14	13	8	11

Table 2. Commodity composition of exports

	Selected Divisions	2nd half 1969			1st half 1970		
		Total £m fob	By air		Total £m. fob	By air	
			£m. fob	*Per cent of Total Exports*		£m. fob	*Per cent of Total Exports*
†00	Live animals (excluding zoo animals, dogs and cats)	17·8	4·1	*23*	14·0	2·5	*18*
21	Hides, skins and furskins, undressed	21·4	7·0	*33*	26·4	10·8	*41*
51	Chemical elements and compounds	90·1	7·4	*8*	100·4	10·0	*10*
54	Medicinal and pharmaceutical products	62·0	20·7	*33*	68·2	25·8	*38*
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	33·8	1·4	*4*	32·9	1·4	*4*
61	Leather, leather manufactures, not elsewhere specified and dressed furskins	25·1	9·0	*36*	25·9	9·2	*36*
62	Rubber manufactures, not elsewhere specified	38·8	1·4	*4*	48·2	1·8	*4*
65	Textile yarn, fabrics, made-up articles and related products	188·4	18·6	*10*	197·1	18·5	*9*
66	Non-metallic mineral manufactures not elsewhere specified	226·3	31·4	*14*	201·9	30·0	*15*
68	Non-ferrous metals	170·6	35·6	*21*	184·5	32·8	*18*
69	Manufactures of metal, not elsewhere specified	114·4	6·6	*6*	127·6	7·8	*6*
71	Machinery other than electric	757·2	126·9	*17*	816·0	120·3	*15*
72	Electrical machinery, apparatus and appliances	253·3	59·1	*23*	286·9	70·0	*24*
Ex 73	Transport equipment	481·8	35·8	*7*	531·3	38·4	*7*
84	Clothing, knitted or crocheted articles, including elastic or rubberized fabrics and articles of fur	65·6	33·0	*50*	52·8	24·3	*46*
85	Footwear, gaiters and the like	20·4	3·3	*16*	15·6	2·1	*13*
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	98·9	33·4	*34*	100·8	31·1	*31*
89	Miscellaneous manufactured articles, not elsewhere specified	156·1	44·5	*29*	154·1	42·8	*28*
	All other goods	992·9	39·8	*4*	1,027·6	41·4	*4*
	TOTAL	3,814·8	519·1	*14*	4,012·6	521·0	*13*

† Figures shown under this heading, include horses exported temporarily for racing, breeding or other purposes.

(tables continued on next page)

UK TRADE BY AIR, *continued*

Table 3. Commodity composition of imports

Selected Divisions	2nd half 1969			1st half 1970		
	Total £m. cif	By air		Total £m. cif	By air	
		£m. cif	*Per cent of Total Imports*		£m. cif	*Per cent of Total Imports*
†00 Live animals (excluding zoo animals, dogs and cats)	27·1	2·5	*9*	27·4	1·2	*4*
21 Hides, skins and furskins, undressed	39·8	15·7	*39*	34·5	14·5	*42*
28 Metalliferous ores and metal scrap	140·5	17·6	*13*	174·5	21·8	*12*
51 Chemical elements and compounds	102·3	13·7	*13*	114·9	16·5	*14*
54 Medicinal and pharmaceutical products	13·8	6·6	*48*	16·3	7·2	*44*
55 Essential oils and perfume materials, toilet, polishing and cleansing preparations	10·6	2·7	*25*	12·3	2·3	*19*
61 Leather, leather manufactures, not elsewhere specified and dressed furskins	17·7	2·7	*15*	16·6	2·5	*15*
65 Textile yarn, fabrics, made-up articles and related products	115·6	15·9	*14*	122·9	17·5	*14*
66 Non-metallic mineral manufactures, not elsewhere specified	200·9	100·2	*50*	195·6	106·1	*54*
68 Non-ferrous metals	312·2	12·1	*4*	318·4	10·9	*3*
69 Manufactures of metal, not elsewhere specified	39·5	7·8	*20*	46·3	9·8	*21*
71 Machinery, other than electric	345·1	128·0	*37*	415·0	148·8	*36*
72 Electrical machinery, apparatus and appliances	139·2	79·7	*57*	160·2	89·1	*56*
Ex 73 Transport equipment	100·3	17·1	*17*	124·6	16·3	*13*
84 Clothing, knitted or crocheted articles, including elastic or rubberized fabrics and articles of fur	61·6	15·0	*24*	62·1	14·1	*23*
85 Footwear, gaiters and the like	15·7	1·7	*11*	20·9	1·7	*8*
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	61·3	33·8	*55*	67·9	35·9	*53*
89 Miscellaneous manufactured articles not elsewhere specified	115·5	53·7	*46*	112·6	51·6	*46*
All other goods	2,285·3	21·4	*1*	2,458·4	28·6	*1*
TOTAL	4,143·9	547·8	*13*	4,501·4	596·7	*13*

† Figures shown under this heading, include horses imported temporarily for racing, breeding or other purposes.

Table 4. Exports to, and imports from, selected countries

Selected Countries	Exports						Imports					
	2nd half 1969			1st half 1970			2nd half 1969			1st half 1970		
	Total £m. fob	By air		Total £m. fob	By air		Total £m. cif	By air		Total £m. cif	By air	
		£m. fob	*Per cent of Total Exports*		£m. fob	*Per cent of Total Exports*		£m. cif	*Per cent of Total Imports*		£m. cif	*Per cent of Total Imports*
Western Germany	219·5	47·7	*21·7*	248·5	48·5	*19·5*	246·4	41·8	*17·0*	262·0	41·6	*15·9*
Netherlands	159·9	20·2	*12·6*	183·4	20·5	*11·2*	195·2	17·6	*9·0*	223·9	20·6	*9·2*
Belgium	150·9	16·7	*11·1*	145·0	16·1	*11·1*	93·6	8·9	*9·5*	94·3	10·3	*10·9*
France	151·6	45·8	*30·2*	171·1	49·7	*29·0*	160·2	43·0	*26·8*	188·8	45·7	*24·2*
Italy	108·0	19·9	*18·4*	120·3	23·2	*19·3*	105·2	13·2	*12·5*	120·1	15·6	*13·0*
Sweden	154·5	12·4	*8·0*	183·0	13·4	*7·3*	166·4	7·9	*4·7*	175·1	10·2	*5·8*
Denmark	100·5	6·3	*6·3*	114·8	6·1	*5·3*	127·2	4·3	*3·4*	129·3	4·2	*3·2*
Switzerland Liechtenstein	93·0	21·5	*23·1*	104·9	21·9	*20·9*	91·5	33·3	*36·4*	96·7	33·3	*34·4*
Portugal	37·3	3·2	*8·6*	42·6	3·8	*8·9*	37·9	13·6	*35·9*	43·9	13·5	*30·8*
Austria	39·3	4·7	*12·0*	43·6	4·9	*11·2*	32·0	3·6	*11·3*	37·1	4·2	*11·3*
Spain	60·5	6·3	*10·4*	68·6	6·6	*9·6*	52·7	2·1	*4·0*	50·2	3·0	*6·0*
Irish Republic	175·8	27·0	*15·4*	185·7	23·5	*12·7*	155·5	17·4	*11·2*	162·0	14·9	*9·2*
United States of America	481·5	118·5	*24·6*	454·1	107·2	*23·6*	575·2	170·3	*29·6*	608·1	195·7	*32·2*
Canada	154·7	30·3	*19·6*	138·6	27·7	*20·0*	233·5	14·2	*6·1*	346·2	22·5	*6·4*
India	32·0	3·9	*12·2*	34·8	4·1	*11·8*	55·4	2·8	*5·1*	47·5	3·2	*6·7*
Australia	166·4	9·0	*5·4*	172·7	10·7	*6·2*	120·0	3·0	*2·5*	135·5	2·6	*1·9*
Republic of South Africa	151·1	7·5	*5·0*	161·0	8·4	*5·2*	146·0	16·4	*11·2*	138·8	15·2	*11·0*
Japan	68·5	17·5	*25·5*	75·1	19·5	*26·0*	57·8	6·4	*11·1*	58·6	7·2	*12·3*
Total	2,505·0	418·1	*16·7*	2,647·9	415·8	*15·7*	2,651·7	419·9	*15·8*	2,918·3	463·5	*15·9*
All other countries	1,309·8	101·0	*7·7*	1,364·7	105·2	*7·7*	1,492·3	127·9	*8·6*	1,583·1	133·2	*8·4*
GRAND TOTAL	3,814·8	519·1	*13·6*	4,012·6	521·0	*13·0*	4,143·9	547·8	*13·2*	4,501·4	596·7	*13·3*

Table 5. Exports to, and imports from, various areas by air

	Exports			Imports		
	2nd half 1969 £m. fob	1st half 1970 £m. fob	*Per cent of Total*	2nd half 1969 £m. cif	1st half 1970 £m. cif	*Per cent of Total*
Sterling Area	90·7	89·9	*17·3*	98·2	93·7	*15·7*
North America	149·0	135·2	*26·0*	184·7	218·4	*36·6*
Latin America	10·2	11·3	*2·1*	4·1	5·3	*0·9*
Western Europe	217·5	227·3	*43·6*	194·4	207·4	*34·8*
Non-Sterling Middle East	15·5	20·7	*4·0*	5·4	5·6	*0·9*
Soviet Union and Eastern Europe	7·7	7·8	*1·5*	35·6	47·9	*8·0*
Rest of the World	28·5	28·7	*5·5*	25·4	18·4	*3·1*
Total	519·1	521·0	*100·0*	547·8	596·7	*100·0*

Corrigendum

CORRECTIONS to the article on Foreign Travel and Tourism, published in the *Board of Trade Journal* of September 23.

1. Page 657, column 2, table D. 2nd Quarter total – delete 15, insert 25.

2. Page 658, table 1. Expenditure 1969, Sea Column. South Africa. Delete 2.?, insert 2.8.

3. Page 659, table 4. Expenditure. Total column, All Areas, 1969 total figure. Delete 3,393, insert 359.3.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Footwear for July 1970
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Soap and Synthetic Detergents for Second Quarter 1970
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Polishes for Second Quarter 1970
Hearing Aids for Second Quarter 1970
Toilet Preparations for Second Quarter 1970

Miscellaneous Series:

Quarterly at 7s. 6d. (37½p) a year post free:

Insurance companies' and private pension funds' investment for Second Quarter 1970.

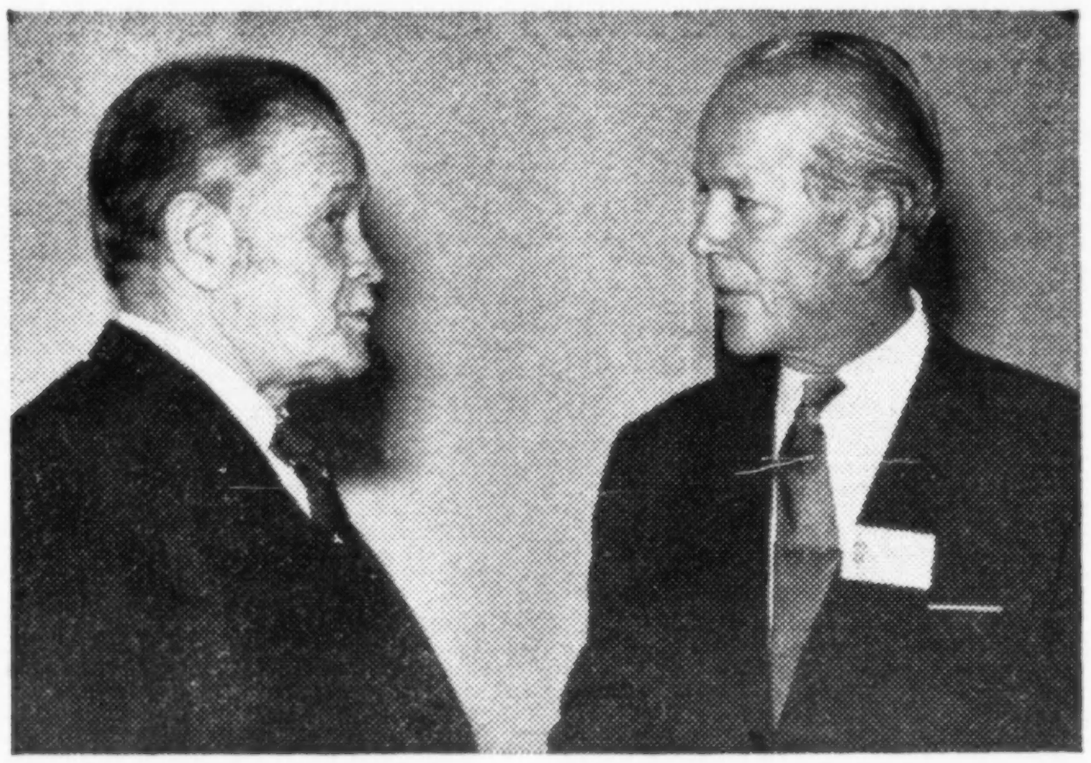
A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23, on page 620.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 to 1966, during the week ended Friday, September 25, 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Europa Express	Br/E 35073	26	September 23	Columbia Pictures Corp. Ltd.	Carrickford Films International
Israel Now	Br/E 35074	22	September 23	" " "	Anthony Gilkinson Associates Ltd.
Movietone News 2155	Br/E 34925	8	September 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2155A	Br/E 34926	7	September 25	" " "	" "
				FOREIGN	
Catch 22	F 35072	122	September 23	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp.
Tropic of Cancer	F 35075	88	September 23	" " "	Tropic Film Corp.
George Washington Heritage Trail	F 35076	15	September 23	" " "	Paramount Pictures Corp.

Mrs. Maria do Carmo Alven Sodré, wife of the Governor of the State of Sao Paulo was present at last month's opening ceremony of the new factory of Yardley of London Brasileira S.A. Accompanying her on a tour of the plant is Mr. Marc Aelion, General Manager of Yardley-Brasileira.



James Burrough Ltd., distillers of Beefeater gin entertained 140 South African hoteliers and bottle store owners. Dr. H. G. Luttig (left), South African Ambassador, who was present at the lunch following the distillery tour is seen here talking to Alan Burrough, chairman of James Burrough Ltd. Sales of Beefeater gin in South Africa have increased by 40 per cent over the past 12 months.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

38th International Agricultural Fair NOVI SAD YUGOSLAVIA

14th-25th May 1971

This is the second largest Agricultural Fair in Europe.

Exhibitors in 1970 numbered 1,500 and attendance from Yugoslavia and other countries exceeded 500,000.

Exhibits deal with everything from large scale reclamation of waste-land to the presentation of the retail product, including all types of handling, processing and packaging plant, plant protection and other chemicals, animal and poultry foods. All types of livestock and poultry.

Exhibition space is in great demand and intending British and New Zealand exhibitors should make their application as soon as possible.

All information from the Agents:

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The excitement is about the aluminium smelter now under construction at Bluff, in the extreme south of the South Island.

The smelter is being developed by an international consortium and will be the largest in the Southern Hemisphere. It will process Australian alumina for world markets. Moreover, its establishment will certainly lead to the development of many subsidiary industries.

New Zealand is a developing market, future assured; and we are there as the future unfolds, ready to help you too. Why not study a copy of the latest edition of our "Review of the Economic Situation in New Zealand" or our booklet "Investing in New Zealand"? They are yours for the asking.

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Exhibitions and Fairs

British section at Helsinki International Trade Fair pulls in big crowds

From Elizabeth Hartley, Information Division, Board of Trade

It is estimated that at least 20,000 people visited the British official section of the international Trade Fair, Helsinki, on British Day, September 23. Although the British section did not open before 12 noon on that day during the visit of the Duke of Edinburgh, many people joined throngs of trade buyers at an early hour and queues formed six deep at the entrances.

The British section is easily the largest official foreign section, occupying over 5,000 sq. metres of exhibits mounted as a joint venture by the Birmingham Engineering and Building Centre, the London Chamber of Commerce, the British Compressed Air Society and the Consumer Durables Product Group of BNEC, in co-operation with the Board of Trade.

In addition to the 150 British companies in the official section, who include many best-known names in British industry, some 136 other firms are showing their products and equipment independently on their agents' stands elsewhere in the fair.

All exhibitors are highly pleased and first reports indicate that their participation is certainly proving worthwhile both in terms of immediate sales and in long-term returns in the form of new orders, completion of existing ones, new agents, etc.

The great variety of goods on display ranges from heavy lifting machinery and equipment, farm tractors and combine harvesters, to ship radio transmitters and receivers, machine tools and clocks and watches.

Sales to date by members of the Birmingham Engineering and Building Centre include the following:

Brockhouse Export Ltd. have sold five trailers (with probable sixth) and about £10,000 worth of new-type pipe thread-cutting tools.

W. Allen Taylor & Co. Ltd., distributors of Midlands hardware and hand tools who already have extensive markets in Finland, say this has been definitely stimulated by the fair. There have been one or two new customers and a continuous flow of buying managers from all leading Finnish importers including wholesalers co-operative organizations, all main departmental stores, as well as retailers from outlying districts.

Greater demand

BSA Metal Components Division, makers of precision castings (sintered components) are finding much greater demand in this sophisticated field than anticipated.

Balding Engineering Export Ltd. (Beaver), makers of universal milling machines, have sold four (probably five) at a value of £10,000, and appointed a new agent.

Conex-Sanbra Ltd., makers of pipe fittings which, though common in England, appear to be unique here, have been asked to tender for a complete contract for a new intercontinental hotel.

Jones Cranes Ltd., Letchworth, have sold two cranes in the first few days, netting business to the tune of £70,000.

Consumer goods

Basis of consumer goods promotion at the fair which has been arranged by BNEC is to back up activities of stores throughout Finland during the next fortnight. The following reports have been received:

Tudor Accessories, makers of motor accessories and gardening equipment obtained orders to the value of £10,000 within minutes of the opening of the show.

Imperial Machine Co. of Croxley Green, Hertfordshire, who make catering equipment, had sold everything on their stands by British Day, completed some new orders and laid foundations for further business, reckoning their immediate sales and firm orders worth well over £4,000.

'Real footing'

H. J. Leak & Co. Ltd. and associate firm Rank Wharfdale Ltd., say their British participation has enabled them to gain agents and a real footing in Finland for high-quality hi-fi equipment in spite of competition from lower-priced goods from Scandinavian countries.

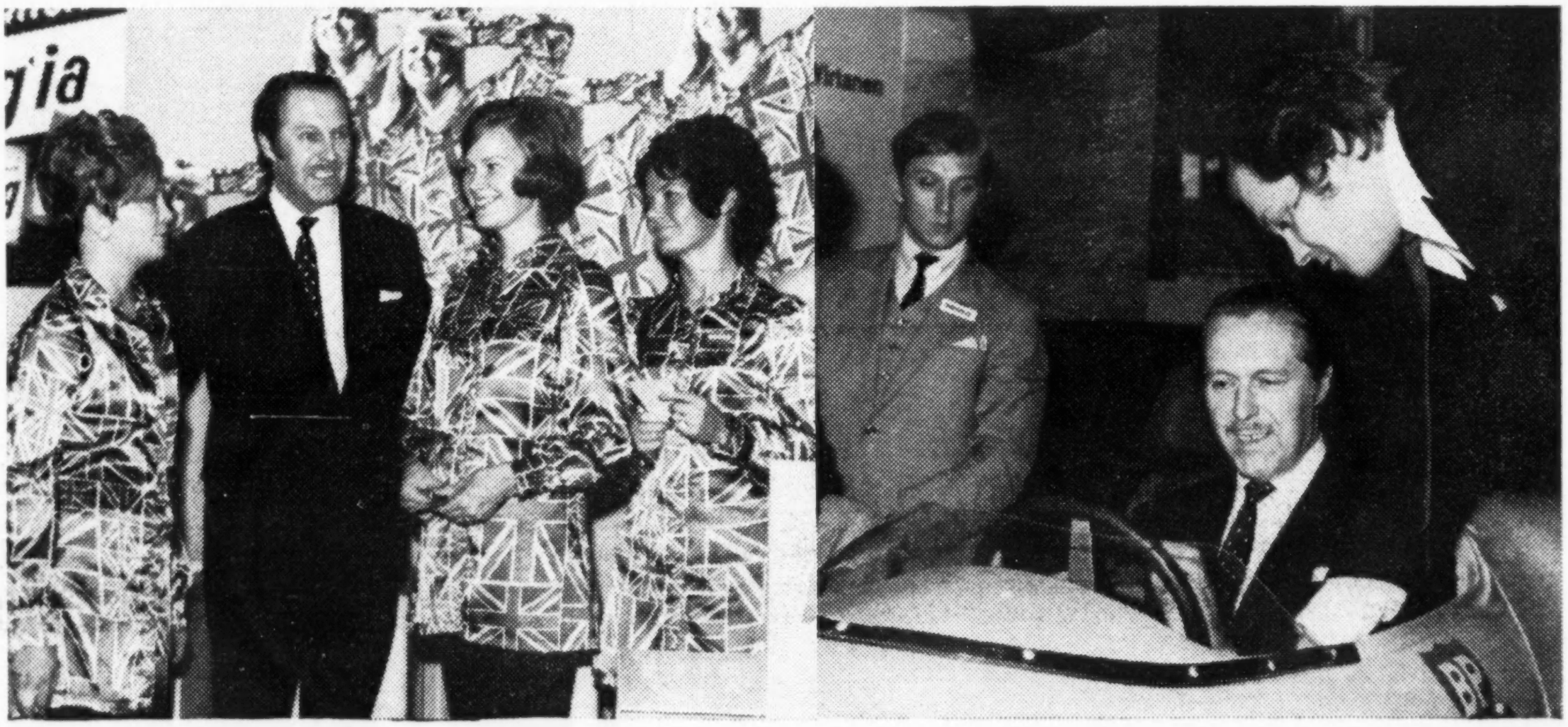
Oneida, silversmiths of Bangor, NI, who had no previous contacts in Finland have appointed an agent with connections with all the main stores and jewellers and won confirmed orders worth £1,900 and expect another £900 confirmed by the end of the fair.

The compressed Air Association has four firms at the fair, all of whom report that the fair has been instrumental in renewing old contacts and making new ones and inquiries and orders have been well above expectations.

Beautishape International has made 'tremendous breakthrough' in sales of steam and sauna cabinets to Finland where individual cabinets have unique appeal. Estimated sales are £7,000 in the first seven days of the fair. Beautishape also reports great interest by agents and salons in their Autoslim unit vacuum massage.

BSA Guns, who already sell considerable quantities of air rifles and shotguns in Finland, have had very great press of people on their stand and propose to follow up this interest by circulating the trade in Helsinki next month.

Hambros Bank and the BBC also have stands here, the former taking the form of a large bronze safe-like structure, while the BBC has an arresting display of illuminated boxes showing various aspects of their overseas services. Twenty-thousand leaflets were distributed in the first few days and a further supply is being flown out.



In Finland for the opening of the International Trade Fair, Mr. Anthony Grant, Parliamentary Secretary of the Board of Trade meets the three patriotic young ladies representing Hoover Ltd. (left) while (right) he tries his hand in a racing car simulator – part of the BP exhibit. *(Another picture, page 736).* *Mr. Grant was due to pay a return visit to Finland on September 28.*

British fashion a big hit at Turin SAMIA

by P. J. Wilson, Vice-Consul (Commercial), British Consulate, Turin

'FASHION FROM LONDON' was the insignia under which 23 British firms presented their latest collections at the 31st edition of the Turin International Fashion Trade Fair – SAMIA (September 11-14), achieving yet a further success for the British ready-to-wear clothing industry which was making its third successive appearance at this bi-annual show.

The prestige and strength of SAMIA, becoming more important and authoritative in Europe each year, confirmed the effectiveness of its function as a medium for trade, acting as a focal point for manufacturing and commercial interests and in providing a valuable stimulus for trade as several of the British firms, breaking on to the Italian market for the first time, were to find out.

During the four intensive days of the fair, all previous attendance records were broken, especially regarding the number of foreign buyers and the amount of business done is reported to have been well over all expectations. The group of 23 British firms participating under the sponsorship of the Board of Trade and the Clothing Export Council and showing a complete range of Spring fashion from the traditional tartan kilts to 'way-out' suits and dresses in bizarrely treated skins, also exceeded itself in netting almost £250,000 worth of export orders.

Mr. L. J. P. J. Craig, HM Consul, Turin (left), meets Miss Mary Farrin (right) on her own stand at the Turin International Fashion Trade Fair.

More orders

It was third time lucky for several of the old hands: firms such as F. J. Bacon Ltd., one of Britain's leading kilt industries, Helgor Furs Ltd. and Miura Ltd., one of the most avant-garde firms in the use of suede and leather. Indeed at their third SAMIA venture, their popularity amongst Italian and foreign buyers, who thronged their stands for the duration of the fair seemed to have increased threefold, their orders likewise.

On the other hand newcomers such as Skinflair, Simon Ellis and Mary Farrin were amazed at the number of accounts they opened, many of which for immediate delivery, and at the amount of contacts established. A clear indication of the popularity of young 'with-it' British clothes.

Brenda Ring Ltd., newcomers, not only to SAMIA but also to the Italian market, maintained that as far as they were concerned this fair had proved the most successful they had ever attended in Europe. Its range of cocktail and evening dresses in both midi and maxi lengths attracted the eye of numerous buyers who visited their stand right up until a few minutes before the fair came to a close. Amongst other British garments greatly admired by buyers were Saul Sandler's elegant china mink and fox furs.

The Clothing Export Council had its own information stand and received numerous inquiries regarding the British ready-to-wear clothing industry.

Market entry

On the whole the British exhibitors were enthusiastic with the outcome of the fair which gave some an opportunity to meet old acquaintances and others to use it as a gateway into the competitive Italian market.

One of the results of SAMIA's worth is in fact in the development of new market opportunities in line with the design and production capacity of its exhibitors and the changing pattern in buying demands.

National Exhibition Centre design team announced

THE NAMES were announced on September 21 of those who will form the design team for the National Exhibition Centre, the £11 million project for which planning permission is being sought near Birmingham Airport.

The company behind the Centre has been formed jointly by the Birmingham Corporation and the Birmingham Chamber of Commerce and Industry. The proposed site covers 310 acres.

Mr. Frank Cole, the chairman, said: 'We have brought together a powerful group of internationally recognized talent. This reflects our philosophy that the best possible advice and expertise must be recruited for such an important development.

'The choice made also allows for acknowledged experts to concentrate simultaneously on the substantial number of individual buildings which we plan to incorporate in the site,' he added.

Appointments are as follows: **R. Seifert and Partners** (overall project and consulting architects); **Edward D. Mills and Partners** (architects for the design of exhibition halls); **Ove Arup and Partners** (consulting structural, mechanical and electrical engineers) and **L. C. Wakeman & Partners and Francis C. Graves & Partners** (quantity surveyors).

The Birmingham City Architect, Mr. J. A. Maudsley, will continue to be associated with the design work of the Centre, with special responsibility for environmental landscaping.

British Rail are appointing an executive on a full-time basis to work as a member of the design team.

Other important specialist advisers on designs and services are: **Maurice Bland and Partners** to be advisory consultants on the exhibition complex engineering services, and **James Gardner and John Lansdell** are to be design consultants for exhibition industry requirements.

Sir Robert Cockburn to open 'Computer 70'

SIR ROBERT COCKBURN, newly-appointed chairman of the National Computing Centre Council, is to open 'Computer 70' – the biggest computer exhibition ever held outside the United States – at Olympia (October 5-9).

More than 200 exhibitors will be presenting more than £20 million's worth of the latest computer equipment.

Robert Hough

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'Tremendous interest' reported at 7th International Electron Microscopy Congress and Exhibition

By J. O. McCormick, HM Consul General, Lyons

SINCE 1950, an International Congress on Electron Microscopy has been held every four years. This year's congress was organized by the French Society of Electron Microscopy, under the auspices of the International Federation of Societies for Electron Microscopy. Grenoble was chosen as the venue (August 30-September 5) for the event on account of the city's well-established reputation as a scientific research centre; its situation in the French Alps is an additional attraction. The congress took place on the modern university campus just outside Grenoble.

Over 2,000 participants from 42 countries attended the congress, at which 1,150 papers were presented in 11 university lecture halls. The exhibition took place in the library of the science faculty in the centre of the university complex.

Twenty-three firms from 11 countries were exhibiting electron microscopes and accessories; 25 electron microscopes were actually in operation on the stands and this in itself represented a considerable feat.

Six British firms took part in the exhibition under Board of Trade joint venture sponsorship through the Scientific Instrument Manufacturers' Association – AEI Scientific Apparatus Ltd., with two associated companies, Kerry's Ultrasonics Ltd., and Wray Optical Ltd., Cambridge Scientific Instruments Ltd., Polaron and Taab Laboratories.

A number of items of equipment on the British stands were being shown for the first time in public and all the British exhibitors reported 'tremendous interest'.

The main feature of this exhibition, associated with the congress was, of course, the fact that 2,000 of the world's leading users of the equipment on display were gathered together on the spot; one can be confident that, in the course of the congress, they all visited the exhibition where they were able to see all the equipment available to them being demonstrated under one roof.

Some of the congressmen had actually brought specimens which they examined under British microscopes with a view to including the results in the papers they presented at the congress.

All the British firms reported making new contacts and renewing old ones. Naturally, it was hardly to be expected that orders for electron microscopes would be taken on the spot, but it was widely felt that the scientists attending the congress would return to their research establishments, universities and industrial concerns with specific recommendations as regards the equipment to be included in future investment programmes.

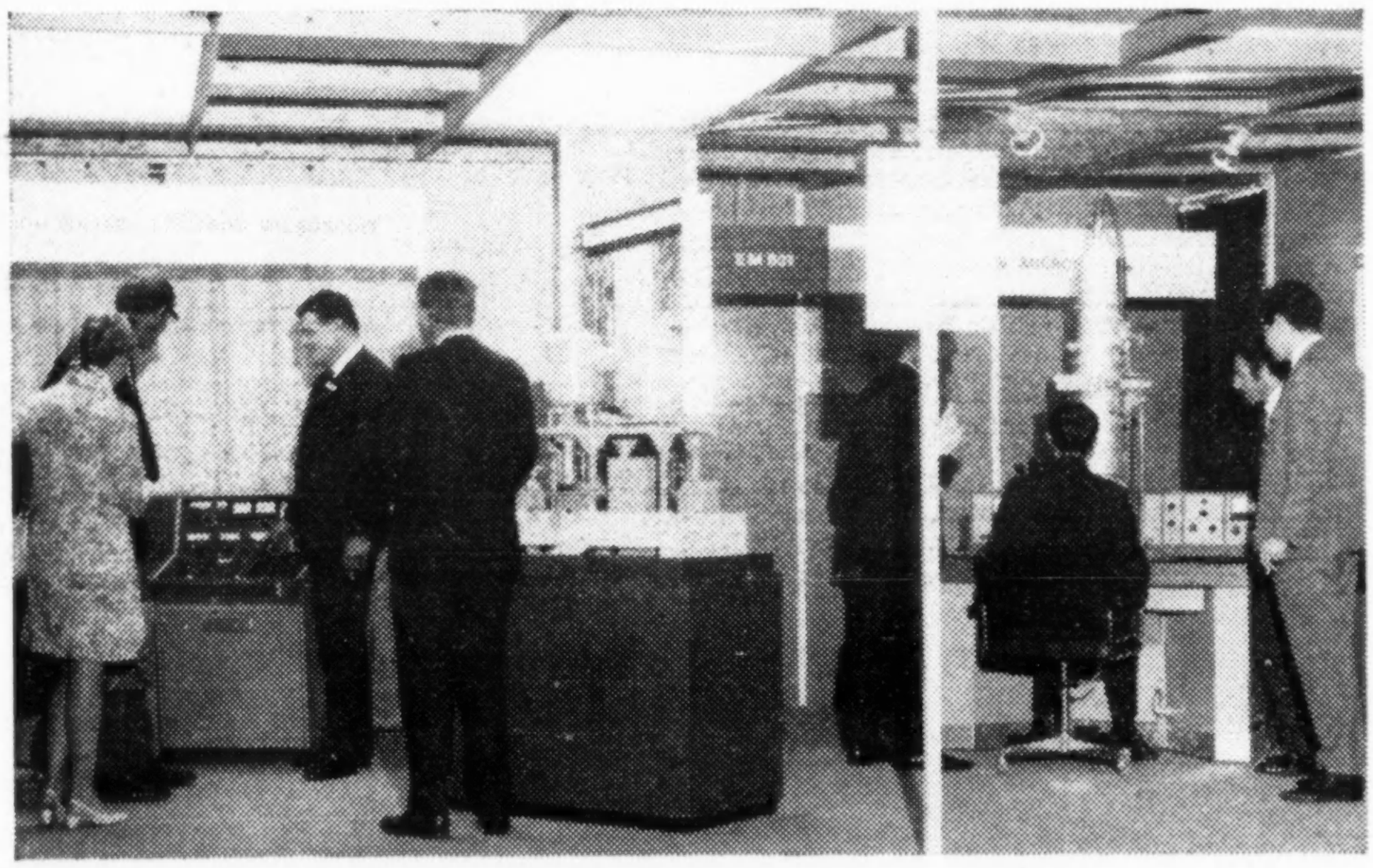
Typical in this respect was an inquiry form filled in on a British stand by a Dutchman who will require an electron microscope in 1972.

Among the items which attracted particular attention were AEI's 'EMMA-4' analytical electron microscope and the same firm's 'Corinth 275', a transmission electron microscope presented as a compact, elegant console. Cambridge showed their S4 high resolution scanning electron microscope and their Huxley Ultra-– microtome mark 2.

Polaron, who claim to be the smallest firm to have produced an electron microscope, presented their M.R.60 medium – resolution model, as well as their electron micrograph optical diffractimeter and other accessories.

Taab Laboratories, taking part in an international exhibition for the first time, showed specimen support grids, embedding capsules and materials for electron microscopy. Kerry showed their 'Pulsatron' ultrasonic cleaner, and Wray their binocular magnifier.

The 8th International Congress will be held in 1974 in Australia. The president will then be a British scientist, Dr. Cosslett, who has already taken up his duties.



Two German scientists examine AEI's EM7 electron microscope (left) while a demonstration is in progress on the same firm's EM801 model (right).

International exhibitions to be held in Russia, 1971-75

WHILE THE Soviet five-year plan for the period 1971-75 has not yet been published, a very useful indication of some sectors of the Soviet economy which are likely to provide trade opportunities is provided by the list of international exhibitions to be held in the USSR in the period 1971-75.

This has been circulated recently by the All-Union Chamber of Commerce, the organization responsible for arranging these exhibitions, and is as follows:

Modern Equipment for Trade and Public Catering Establishments, May 26-June 9, 1971 (Moscow); Building Materials and Equipment for Their Production, September 8-22, 1971 (Moscow); Building and Road-Making Machinery and Equipment for Mechanization of Construction and Erection, May-June 1972 (Moscow); Modern Agricultural Machinery, Equipment and Instruments, August-September 1972 (Moscow); Modern Electrotechnical Equipment, June-July 1972 (Leningrad); Organization of Technical Service and Repair of Cars and Equipment for These Purposes, May-June 1973 (Moscow); Machinery, Equipment and Instruments for Timber and Woodworking Industry, August-September 1973 (Moscow); Public Health, Medical Equipment and Drugs, May-June 1974 (Moscow); Chemistry, August-September 1974 (Moscow); Communication System and Equipment, May-June 1975 (Moscow); Equipment and Applicances for Mechanization of Designing Technical and Office Work, August-September 1975 (Moscow); Modern Machinery and Equipment for Fish and Sea Products Catching and Processing, July-August 1975 (Leningrad).

Details of the exact scope of these exhibitions, as provided by the All-Union Chamber of Commerce, are available from the Trade Fairs and Promotions Branch of the Board of Trade.

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Strong interest in British exhibits at Brno 1970

A report from the British Embassy (Commercial Section), Prague

ALTHOUGH IT began quietly, there was strong Czechoslovak interest in British exhibits at the 12th Brno International Engineering Fair, held from September 5-14. Around 170 British firms on 57 separate stands took part, representing most sectors of British mechanical and electrical engineering industries.

In terms of numbers of firms represented Britain amongst Western countries was second equal with Austria, West Germany being the leader.

Prominent in British representation were the two joint ventures of the Scientific Instruments Manufacturers Association (SIMA) and the Federation of Construction Equipment Manufacturers (FMCE), each jointly sponsored by the Board of Trade.

British firms received two of the 10 gold medals awarded for exhibits from non-communist countries. West Germany received two and Austria, Belgium, Finland, Sweden, Switzerland and the United States one each. The British medals went to Rank-Zerox and to Plasticizers Ltd. for their Mark I laboratory and sample extrusion unit.

The First Secretary of the Czechoslovak Communist Party, Dr. Husak, and the Federal Prime Minister, Dr. Strougal, also spent several minutes examining Rank-Xerox exhibits at the official opening of the fair.

Background visits

One of the main purposes of exhibiting at the Brno Fair is, of course, to promote business by making and renewing contacts with experts in Czechoslovak manufacturing enterprises and foreign trade corporations, and as usual those firms who did best at the fair were generally those who had prepared the ground for their appearance at Brno by previous visits and contacts.

British exhibitors were on the whole satisfied with the results achieved this year, although some of those who are only starting the process of establishing their names in Czechoslovakia did not have all their expectations fulfilled.

On the othe- hand most of the construction equipment manufacturers, benefiting from an apparent increase in the fair's allocation of hard currency in their field, did quite well.

The longer-term prospects for British trade with Czechoslovakia are reasonably hopeful. The Minister of Foreign Trade, Mr. Barcak, mentioned at a press conference during the fair that Czechoslovak imports from 'capitalist countries' in the first half of 1970 had increased by 24 per cent over the same period in 1969.

He also said that in the course of the next five-year plan (1971-1975) he expected trade with the same countries to increase by 6 per cent per year.

Mr. Barcak went on to say that these figures were 'a clear answer to the false claims of certain Western experts about the restriction of trade relations between Czechoslovakia and the capitalist countries.'

Competition contiuues to be strong in Czechoslovakia for the amount of business which can be done, but the export opportunities remain well worth working for.

United States stores buyers to visit Britain

THE BOARD OF TRADE has been advised that buyers from Bloomingdales, the New York Department Store, will be visiting this country during October.

This store is a traditional buyer of British merchandise and has held store promotions to promote the sale of a wide variety of such goods in recent years.

A similar promotion is to be held during October, when British menswear will be featured.

Manufacturers and exporters wishing to meet these buyers should contact the store's London buying house, Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. 01-486 4721). The dates when buyers will be in London and the commodities for which they are responsible are given below:

Miss J. Willner (Fashion Co-ordinator), October 6-10,1970; Mrs. J. U. Bader (Infants' and Toddlers' and Infants Furniture), October 17-22, 1970; Mr. D. Bookach (Men's Hats and Shoes), October 18-22, 1970; Mr. E. Watts (Men's Knitwear, Sweaters, Swimwear and Sports Shirts), October 19-25, 1970.

Opportunities for catering, wholesale, distribution and retail trades at Soviet exhibition

'ONE OF our most important tasks' is how Soviet Premier Kosygin recently described the need to improve the Soviet retail sector. The Soviet Union is likely to make substantial investments in the catering and retail industries, and in its distribution and wholesaling systems, during the next five-year plan.

With the present great emphasis on improving labour productivity the best prospects for good business are likely to be offered by modern equipment for self-service stores and restaurants (including accounting equipment), and for the automation of kitchens, and by automated techniques and equipment for warehousing and distribution. The field of refrigeration equipment is also a promising one.

Excellent opportunity

British firms whose products fall into these fields have an excellent opportunity to enter the Soviet market in the International Exhibition, Intorgmash '71, to be held in Moscow from May 26-June 9, 1971.

This exhibition will bring together all the relevant Soviet experts and potential customers, and is likely to influence Soviet purchases in this field for some years to come.

Closing date for applications is December 31, 1970. Further details and information about the official support available for British participants can be obtained from Mr. R. H. Edmondson in Trade Fairs and Promotions Branch of the Board of Trade, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7208).

British design exhibition in Helsinki

A SELECTION of Britain's best designed modern consumer goods is being shown at the Finnish Design Centre in Helsinki until October 8. Called 'London's Design Centre' the exhibition has been organized by the Council of Industrial Design as part of the British Shopping Fortnight trade promotion in Helsinki.

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Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

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British footwear in step at Chicago Shoe Fair

By E. W. Langley, Commercial Officer, British Consulate General, Chicago

THE NATIONAL Shoe Fair of America, which is held annually in Chicago, took place this year from August 30-September 2. The Board of Trade, in conjunction with the British Footwear Manufacturers Federation, organized a joint venture in which 19 British firms participated. Other British companies, joined by their American subsidiaries or distributors participated independently.

The exhibits were on view at three of the leading Chicago hotels and the British firms were divided between the Palmer House hotel and the Conrad Hilton hotel, displaying men's and women's footwear respectively.

The British shoe industry has had an established foothold in the United States market for some time now and this year's styles and colours kept up our standard.

The advent of the maxi skirt has evoked a keener interest in women's footwear fashions and the buyers were attracted by the advanced British styling, bright colours and contrasting leathers aimed mainly at the teenage and younger women's market for spring and summer of 1971.

New styles

This year Britain offered a truly comprehensive selection and to the high quality men's classic lines for which Britain is already famous in the United States were added up-to-the minute lightweight casuals in colours and styles new to the American market. Other British exhibits showed riding and street boots, heavy duty footwear and children's shoes.

The fair, which is traditionally sponsored by four of the more prominent American footwear associations, took place in an enthusiastic business atmosphere. The only real cloud on the shoe makers' horizon at present is caused by increased costs of labour and raw materials which are forcing many domestic manufacturers to raise the prices of their spring lines for next year.

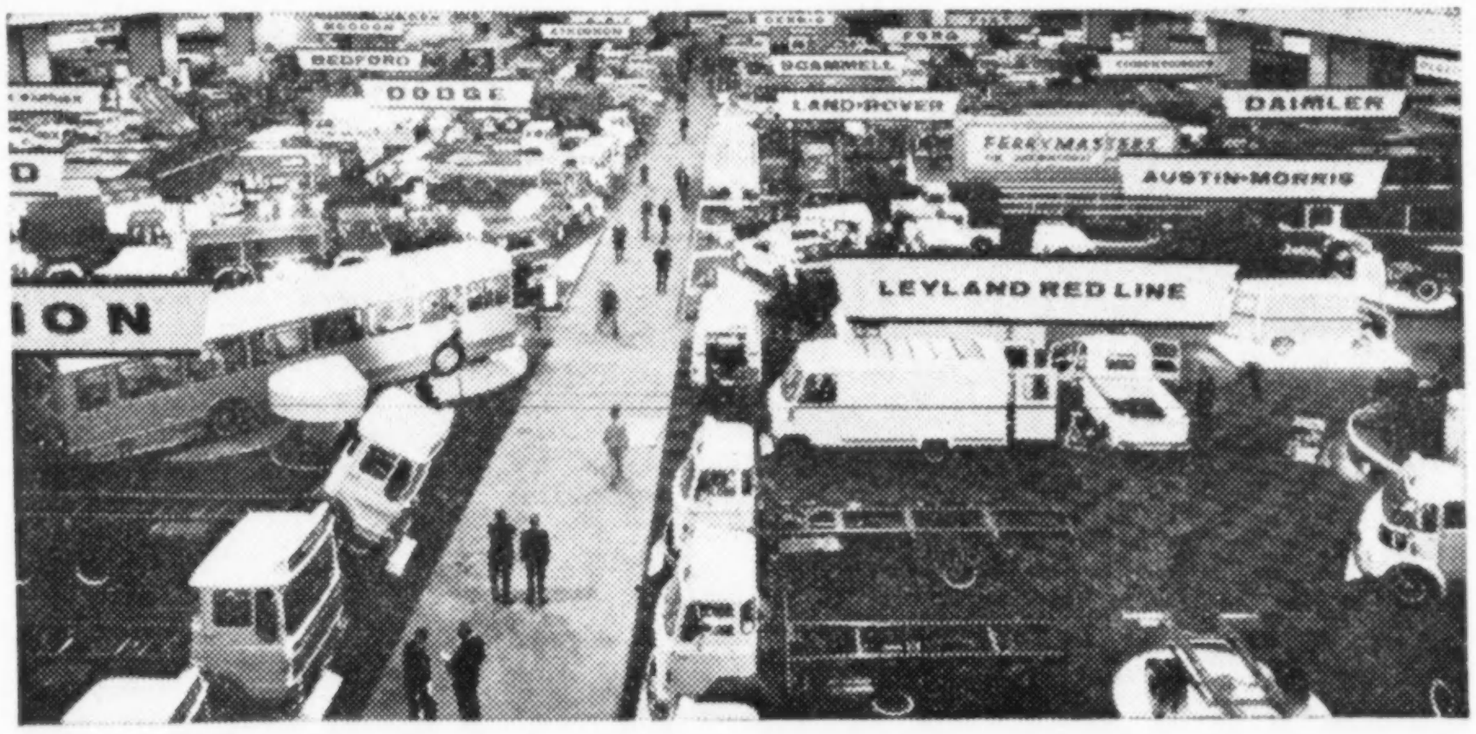
The established British firms strengthened their existing connections and in several cases made new ones to further their penetration of the market, while the newcomers reported that they had made useful contacts and gained a better appreciation of it.

The Federation's export manager, Mr. Brian Wallis, confirmed that British participation in the show over the past few years is now finally paying off. The fair is not an occasion when large orders are placed; buyers generally come to see, learn and consider the exhibits and follow-up afterwards to place orders for the spring.

Warm welcome

At the close of the fair, however, a great deal of business was done by the British firms attending and there was a unanimous feeling of success amongst the participants. Despite the American manufacturers' concern over the recent rise in imports, the British exhibitors were enthusiastically welcomed as always.

Other foreign exhibits included 60 Spanish firms (40 of them in two separate joint ventures), 17 from Italy, ten from Canada and a few others from Sweden, Brazil, Belgium, France, India, Germany, Turkey, Switzerland and Finland.



British commercial vehicle manufacturers and constructors from five overseas countries were among the 400 exhibitors at the 1970 Commercial Transport Exhibition at Earls Court, London, from September 18 to 26. The picture shows a general view of the exhibition.

Mr. Nicolas Ridley (right), Parliamentary Secretary, Ministry of Technology, during his visit to one of the British stands at the International Machine Tool Exhibition (IHA '70).

Machine tool men see German market 'particularly attractive'

A report from the British Consulate-General, Hanover

THE FOURTH largest exhibitor at the recent truly International Machine Tool Exhibition* was Great Britain with 71 firms, including 59 under the sponsorship of the Machine Tool Trade Association (MTTA) with the assistance of the Board of Trade, London.

The Federal Republic of Germany was the largest exhibitor, with 777 firms, followed by Switzerland (102) and Italy (72). Twenty-seven different countries took part.

The exhibition attracted 1,304 exhibitors, 500 of them foreign, and covered an area of 100,000 sq. ft. in 14 halls. There were nearly 190,000 visitors, 20 per cent of whom came from countries outside Germany, with many foreign buying delegations. The Deputy Foreign Trade Minister from the Soviet Union visited many stands.

Mr. Nicolas Ridley, Parliamentary Secretary, Ministry of Technology, spent two days at the exhibition visiting many of the stands and discussing the problems and plans of the British participants. *(Continued on next page)*

*(IHA '70), at Hanover (September 6-15).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (01-222 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

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MACHINE TOOL EXHIBITION, *continued*

Air of optimism

An infectious air of optimism was noticeable among the British contingent who, almost without exception, were delighted with the inquiries which they received and the sizeable orders which had been booked.

After a slow start the British machine tool industry is now making a real effort to sell in Western Germany, the sales curve is climbing upwards. In the first half of 1970, exports to Western Germany were worth £3,600,000.

It is a particularly attractive market. Germany's production of machine tools in 1969 was worth £500 million, but production costs in Germany are rising at an alarming rate, 13.5 per cent between July 1969 and July 1970.

A new round of wage negotiations have started which, even after they have been agreed will probably be binding for only nine months. In an industry where labour costs can be 70 per cent of the total cost, this trend is disturbing.

The average delivery time for German machine tools is now 14 months whereas many British firms are quoting far shorter periods. The opportunity to sell abroad is therefore highly favourable.

Old and new methods

The exhibition was a well-balanced demonstration of traditional craftsmanship coupled with technical sophistication. There was particular emphasis on the application of numerical and computer control. There were 229 machines on display with numerical control, of which 38 per cent were lathes, 34 per cent milling machines, 12 per cent drilling machines and 3 per cent grinding machines. Germany produced 40 per cent of the machines on show with numerical control, the United States 24 per cent and the rest of the world 36 per cent.

The demand for higher wages, less work and more leisure time can only be met by further rationalization, with better machine tools and higher productivity. Although the 11th European Machine Tool Exhibition was held in Paris little more than a year ago, the number of new developments on view at Hanover was indicative of the rapid advances which are being made in this highly technical field. The fully computer controlled factory of the future, which will save mankind from dull repetitive work, may still be some way off, but it is nevertheless in sight.

The next International Machine Tool Exhibition at Hanover will be held in 1973.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Business may top £1 million following Madrid poultry fair

A report from the British Embassy (Commercial Section), Madrid

TWENTY-ONE British firms showed a wide range of poultry processing equipment and egg handling machinery at the World Poultry Fair in Madrid (September 5-15). The event coincided with the 14th World Poultry Congress which was attended by several thousand delegates from all over the world, including many distinguished scientists and poultry experts who visited the fair at various stages.

The British exhibit included live and dead poultry, farm and veterinary products, and a representative stand from Agricultural Press Ltd. It occupied 11,836 sq. ft. and was organized by the Board of Trade in conjunction with the British Agricultural Export Council.

The fair was opened by the Spanish Ministers of Agriculture and Commerce, who were shown round the various British stands by Mr. Roger Stephens, chairman of the Poultry Section of the BAEC.

Sr. Allende García-Baxter, the Spanish Minister of Agriculture, was presented with a 35lb. frozen turkey during his visit to the British stand. The bird had been specially flown out by British United Turkeys Ltd. for the exhibition.

Worthwhile venture

The exhibition aroused a great deal of interest among the specialized Spanish public, and the local poultry industry, but particularly among the delegates attending the Congress from all over the world. All the participating firms were agreed at the end of the fair that the joint Board of Trade/BAEC venture had been extremely well worth-while.

Although the orders and inquiries – many of them repeat ones – received are difficult to quantify, there is a prospect of business ultimately reaching £1 million. They came from places as far apart as Australia and Argentina, Iraq and Portugal, as well as from Spain.

Four British exhibitors who had never done any business in the Spanish market before were successful in appointing representatives and obtaining initial orders for their products. These were Farm Fumigants Ltd., Spencer Bayley Ltd., H. D. Sharman Ltd., and the Hydor Co. Ltd.

Companies already familiar with the local market, such as Gordon Johnson Stephens Ltd., Brecknell Dolman and Rogers Ltd., Cooper McDougall Robertson Ltd., Thornber Bros., and others found the opportunity served to consolidate their position in Spain and offered a particularly favourable opportunity to do business with their friends in the poultry industry from all over the world.

As Mr. McCraig Feeley, of Ben Nevis Ltd., said: 'It was hard work and particularly hot, especially during the first days of the fair, but things ran very smoothly indeed and results could not have been better for all of us.'

The Spanish Minister of Agriculture, Sr. Allende Garcia-Baxter, receiving a 35 lb. frozen turkey from the representative of British United Turkeys during his visit to the British exhibit at the World Poultry Fair held in Madrid. Photo also shows Mr. J. Thorneloe (left), of BAEC, and Mr. R. J. Stephens, (right) of Gordon Johnson-Stephens Ltd.

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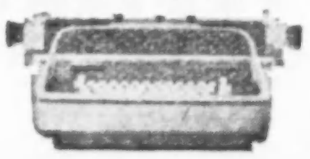

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TRADE AND FINANCIAL ARRANGEMENTS

£26m loan for India for imports from Britain

AN AGREEMENT for a £26 million British loan to India has been signed in New Delhi. The loan will be available for the full range of maintenance imports, components, commodities, other items and related services from Britain.

From the total amount made available under the new loan, £2 million will be reserved for allocations to United Kingdom-oriented industrial units, firms, etc., who in recent years have been able to receive allocations under what were previously known as Kipping loans.

The £26 million loan is the first to be signed against the British offer made at the Aid India Consortium meeting held in Paris in May to pledge £45 million in loans to India in the financial year 1970-71.

A second agreement signed at the same time in Delhi was for a £3.1 million British loan for the purchase from Britain of spares, steel rolls and capital renewal items for the Durgapur Steel Works.

This new loan is not being made available from Britain's current aid pledge but from savings which have occurred under an earlier loan for Durgapur. This agreement is a further step in the long and continuing association of the Indian and British steel industries.

Both the new loans have been granted on the same terms as all recent British Government loans to India which are interest-free and repayable over a period of 25 years inclusive of a grace period of seven years before repayments begin.

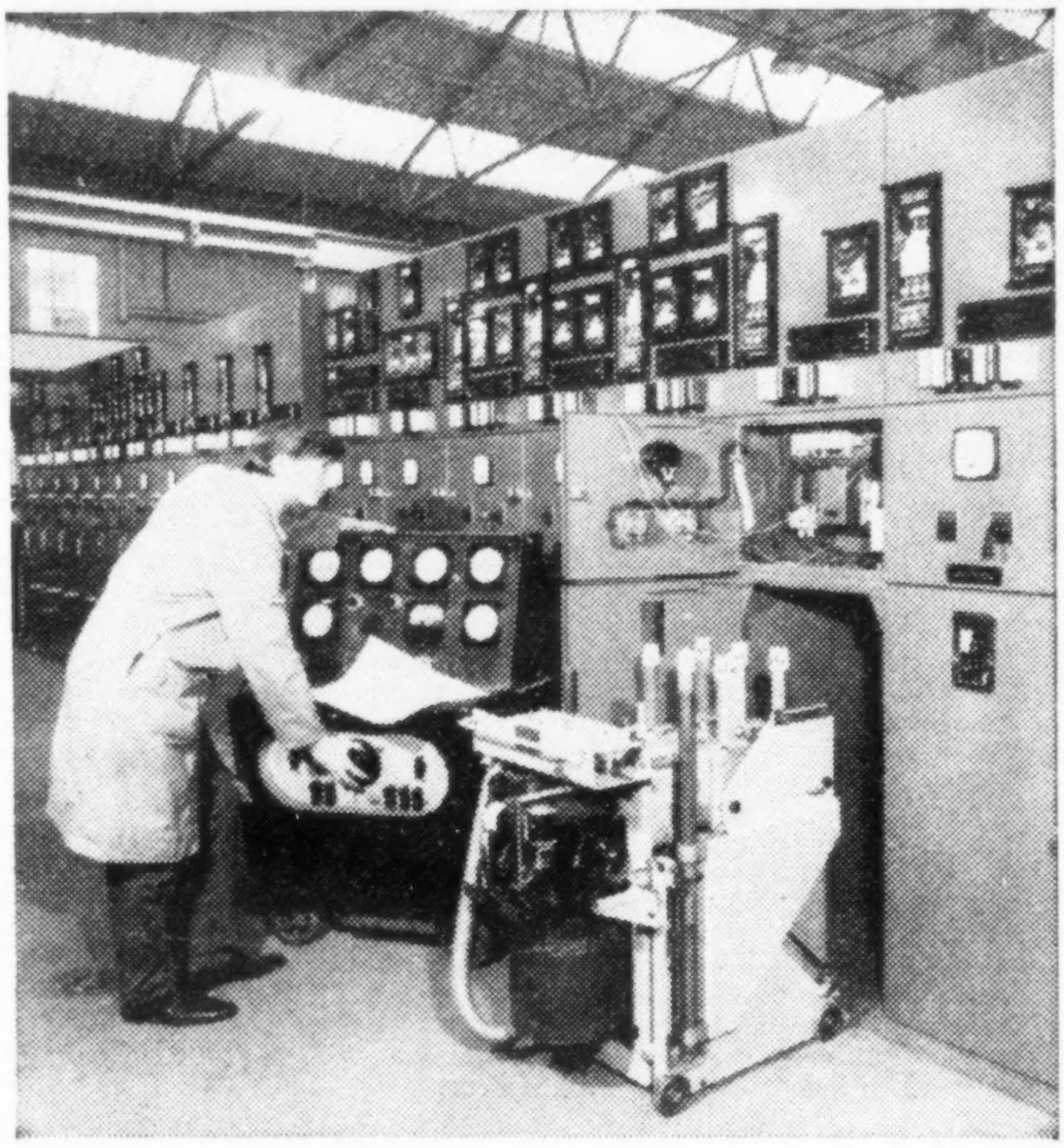
Chad and Bulgaria

IT HAS been reported that a commercial agreement was signed between Bulgaria and Chad on February 26, 1970. The agreement which contains no unusual provisions, will be valid for an initial period of one year and thereafter will be renewable from year to year by tacit agreement. Two lists of products to be exchanged are published.

The list of goods to be exported from Bulgaria to Chad includes: Machines and machine tools, generators, agricultural equipment, cement, plate glass, chemicals and pharmaceuticals, sugar and confectionery, dairy products and preserved fruit and vegetables.

The list of goods to be exported from Chad to Bulgaria includes: Cotton, groundnuts, gum arabic and animal skins.

Inquiries about this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 408, 423 and 288).



Electrical equipment for the new multi-million Golden Eagle oil refinery under construction on the St. Lawrence Seaway in Canada is to be supplied by Brush Electrical Engineering Co. Ltd., Loughborough, a Hawker Siddeley electric company. Throughput of the plant at St. Romuald, Quebec, is planned to be 100,000 barrels of crude oil per day. Switchgear and transformers worth over £125,000 have been ordered from Brush Electrical by Procon (GB) Ltd., who are building the refinery for Golden Eagle (Canada) Ltd. Picture shows the current transformers being checked for ratio and polarity on high voltage VSI switchgear for the order.

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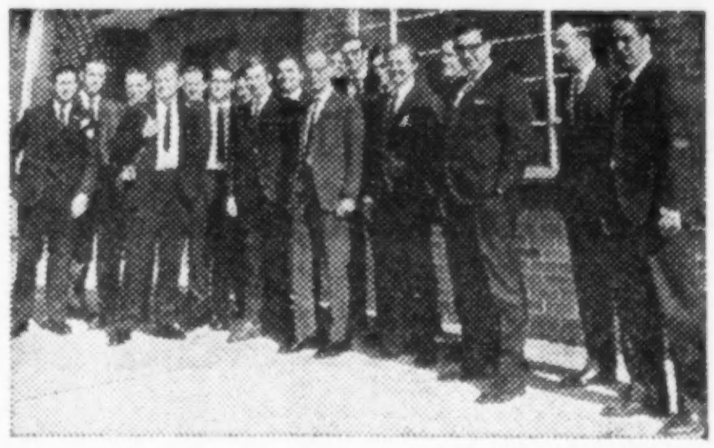
Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the July 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 667 of September 23 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*



Ten senior broadcasting engineers from Australia and New Zealand visited Pye TVT Ltd. at Cambridge on September 16. Taking part in a mission under the sponsorship of the BNEC, the party had previously attended as delegates at the International Broadcasting Convention. The party were welcomed by Mr. David Gray, managing director, Pye TVT Ltd., and then split up for technical discussions on Pye's wide range of broadcast equipment.

OUTWARD MISSIONS

Construction team for Japan

THE JAPANESE plan to build 30 million new dwellings before 1985 and a top-level construction industries mission, sponsored by BNEC Asia, are currently visiting Tokyo as the second phase in a major effort to obtain some of this business for Britain.

Headed by Sir Kenneth Wood, chairman of Concrete Ltd. and previously industrial advisor to the Ministry of Housing and Local Government, seven leading businessmen representing all the industry's organizations flew to Tokyo on September 25 to hold discussions with Japan's central and local government officials and leaders of the country's construction industry. These talks, supplemented by visits to construction sites, etc., will be an on-the-spot follow-up to a visit to England earlier this year by a team of government officials and construction experts which formed the first phase of this export effort.

On their return the group will issue a report on their findings and the opportunities existing in Japan for British goods and services. Acting on this report, a follow-up mission sponsored by the joint committee of the National Federation of Building Trades Employers and the Association of Industrialized Building Component Manufacturers will visit Japan in April.

Britain's exports to Japan during the first eight months of this year were worth £97 million.

Valuable orders envisaged

BACK recently from a six-week sales and contact tour which took him to Africa, Australia, Singapore and India, covering some 35,000 miles, is Mr. M. G. Coote, chief projects engineer, Aish & & Co. Ltd. electrical engineers and contractors of Poole, Dorset.

Valuable orders are expected to accrue from the visit, totalling some £500,000 over the next two to three years.

The visit to Singapore was concerned largely with investigating the market in South East Asia and establishing agency representation for Singapore, Malaysia, Indonesia and Thailand.

A substantial market for power station, steel works and other applications for the company's switchgear and electronic control equipment is visualized in this rapidly developing area. Switchgear equipment has already been supplied for a ship being built in this country for the Royal Thai Navy.

In Australia Mr. Coote visited Royal Australian Naval Headquarters in Canberra and dockyards at Melbourne and Sydney, where he went on board one of the two destroyers currently being built and equipped with switchgear and control room equipment specially designed and manufactured by Aish's.

Mr. Coote visited Delhi and Bombay, where the company has supplied control systems for three Leander class frigates, one of which was completed recently and the other two are now being built.

13,000-mile American tour

MR. PHILIP BIRCH, managing director, John White Footwear Ltd., left recently on a 13,000 mile tour to study the sales potential for men's and boys' boots and shoes in the United States and Canada. He began his North American visit only three days after attending the Florence Shoe Fair and the Semaine Internationale du Cuir in Paris.

Mr. Birch began his tour by linking up in Los Angeles with Mr. Peter Joseph, John White export sales manager, who has been selling in North America since August 28.

After attending the West Coast Travellers Shoe Show in Los Angeles from September 20 to 23, Mr. Birch travelled to Vancouver to spend two days with major customers assessing the possibilities for British footwear in that part of Canada. Then, with Mr. Joseph, he attended the Montreal International Shoe and Leather Exhibition for several days, from September 26, before beginning a series of meetings with customers in Toronto on the last two days of the month. Mr. Birch plans to fly to Boston today (September 30) to discuss 1971 marketing strategy with top executives of the Atkinson Shoe Corporation, John White agents in the United States.

In the next few days Mr. Birch is due to fly back to this country – in time to attend the Spring Shoes Exhibition opening in London on October 4.

INWARD MISSION

Visitors from Mexico City

A TRADE MISSION from the Mexico City Chamber of Commerce visited the United Kingdom last week. The visit was organized by the London Chamber of Commerce.

Led by Senor Miguel Blazquez, President of the Mexico City Chamber of Commerce, the mission came here mainly to find United Kingdom importers for a wide range of Mexican goods. They saw Mr. Anthony Grant, Parliamentary Secretary, Board of Trade, last Wednesday afternoon and left for Scandinavia on Friday.

Inquiries regarding further details of the Mexican visit should be addressed to the London Chamber of Commerce.

PARLIAMENTARY SECRETARY IN HELSINKI

Mr. Richard Beckett (centre), managing director of Imperial Machine Co., is seen here on his firm's stand at the International Trade Fair in Helsinki with his wife Pat talking to Mr. Anthony Grant, Parliamentary Secretary, Board of Trade (left).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Telecommunications services for Yemen

Cable and Wireless Ltd., London, announce a new agreement under which it will provide international telecommunication services for the Yemeni Arab Republic. The company will open a main telegraph office in Sana's and will supply facilities for international telephone, telex and telegraph transmission.

Mr. P. A. McCunn, director of operations at Cable and Wireless, states that initially the company plan to install a high-frequency radio station. Service is due to start in February and a manager and project engineer have already been appointed.

The Yemeni Government has up to now been responsible for its own international telecommunication services.

£400,000 contract from United States

A contract for a minimum of 1,500 Scooter Skis during the next three years has been signed by a Californian company with Scooter Ski Sales Ltd., Draycott, Derbyshire. The contract is worth about £400,000. Total value of overseas orders for 1970-73 is now about £1.2 million.

Show house for the Bahamas

The first packaged timber-framed house manufactured by Lovell Housing Ltd. for erection on a 'sunshine plot' in the Bahamas by Independent Building and Industrial Services is now being assembled on its site. All the prefabricated timber components have been treated at the plant of James Davies Ltd., Marlow, with Rentokil's Celcure 'A' wood preservative by vacuum pressure impregnation to provide built-in protection against fungi and wood-boring insects including termites.

The house will be on Great Harbour Cay, Berry Islands, and will be the show house of the IBIS service for the supply and construction of similar houses on clients' plots; about 1,000 plots are available for development.

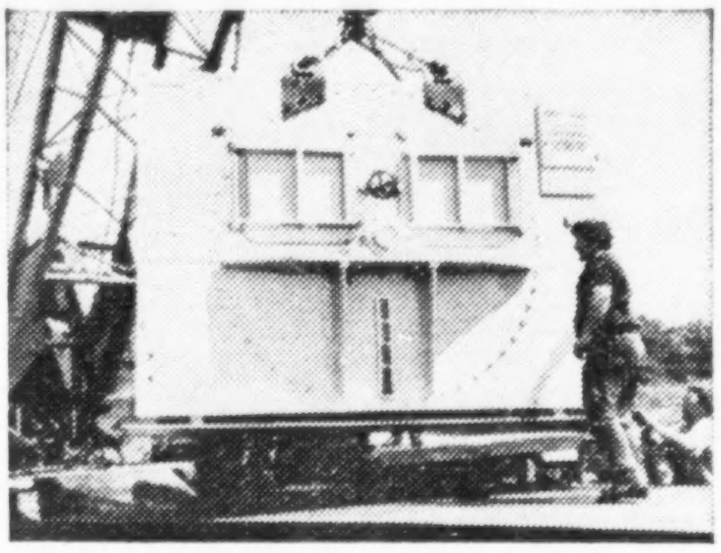
10,000 tiles sent to Bermuda

'Cush-n-Tiles', the indoor/outdoor peel-and-stick polypropylene carpet tiles from E. Illingworth & Co. (Bradford) Ltd., Shelf, near Halifax, Yorks, manufacturers of fibre-bonded carpets, are currently solving a problem in Bermuda where the tiles, used to cover hard-surfaced swimming pool surrounds, have eliminated the painful burning of feet caused by swimmers stepping on to a sun-baked terrace from the pool.

The tiles, 10,000 of which have been exported to Bermuda in the past six months, are ultra-violet stabilized, acid-resistant, rot-proof, stain resistant and almost non-absorbent. In cold climates a 'Cush-n-Tile' carpeted surround to a pool would provide a warm and comfortable surface for swimmers to walk on.

Batch-weighing system for Turkey

A fully automatic, electronically controlled system for batch-weighing materials for glass manufacture is to be supplied by W. & T. Avery Ltd., Birmingham, to Turkiye Sise Ve Cam Fabrikalari of Istanbul. The equipment is being supplied through King, Taudevin &



This Cherry Tree-Braunex BUW 800N washer extractor, shown here leaving the Cherry Tree works at Blackburn is part of a large order for Cherry Tree equipment destined for the Lavanderie Industriali ('Lavin') in Rome.

Gregson Ltd., main engineering contractors for the plant. The system, claimed to be one of the most advanced of its type to be ordered by a Turkish glass maker, can be operated by one man and will automatically repeat any required number of batches on a cycle of three to four minutes per batch.

Box chargers for South Africa

Wellman have received an order for two box chargers from South Africa valued at over £30,000. Each mobile machine has a capacity of 20 cwt. and will be used for both charging and poking electric arc furnaces, used for the production of ferro-chrome.

Wellman Mechanical Equipment Ltd., Darlaston, Staffs, manufacture these specialized handling and charging machines, in addition to mobile and rail-bound forging manipulators, of which nearly 250 have been supplied to home and overseas markets since 1943.

Current contracts include mobile machines for France, Switzerland and Yugoslavia as well as slag pot transporters for Belgium.

£4,000 order from Rumania

GEC-Elliott Process Instruments Ltd. – part of GEC-Elliott Automation – is supplying a furnace atmosphere analysis and recording system to the Wellman Incandescent Furnace Co. for installation at a copper works at Baia Mare in Northern Rumania, for which Glacier Metal Co. is the main contractor. This order, valued at £4,000, is one of many contributing to the GEC-Elliott Automation group's outstanding record as an exporter to Eastern Europe, with trade currently amounting to over £7 million a year – a large proportion of it with Rumania.

Scottish plant's higher exports

Exports of electronic instruments being produced at the Hewlett-Packard Ltd. plant at South Queensferry, Scotland, show a 21.5 per cent increase compared with this time last year – and more than 58 per cent of output is being sold overseas.

The company are putting considerable efforts into the further development of export business, with particular emphasis on the United States and Canadian markets.

World-wide orders totalling more than £2.25 million have been received for a microwave link analyser launched less than three years ago – 80 per cent of the sales of this instrument, which won the Queen's Award for technical innovation, have so far come from overseas, including a £200,000 contract from Bell Telephone Systems in the United States.

The 3721A correlator, introduced last October, has already produced £300,000 worth of export orders.

£500,000 Brazilian ropeway

British Ropeway Engineering Co. Ltd., Sevenoaks, Kent, have obtained a £500,000 contract to supply and supervise erection of a monocable aerial ropeway to carry crushed limestone for Companhia Cimento Portland Rio Branco of Goias, Brazil.

The contract, which has taken approximately two years from the initial inquiry to the placing of the order, was negotiated by Mr. M. Clayton, managing and technical director of the company, who have as their agents, Norton Megaw of London and Sao Paulo. The order was placed by an associate company of SA Industrias Votorantim, and the project is being financed equally by British and Brazilian capital.

The ropeway will be in three sections of a total length of 20,690 metres.

£1.2 million orders for galley units

Orders for onboard galleys, serving trolleys and bar trolleys, valued in total at just over £1.2 million, have been awarded to C. F. Taylor (Metal Workers) Ltd., Wokingham, Berks., a member of the Glasgow-based Weir group's aircraft equipment division, by four of the world's leading international airlines for use in their new Boeing 747, 737 and 727 aircraft.

The contracts, won against intense competition from the traditional American and German suppliers, are from Canadian Pacific Airlines, Malaysia Singapore Airlines and South African Airways, also from BOAC.

Increased radar sales

Overseas sales of Ekco radar continue to expand. In addition to the recently announced contract from Malaysia Singapore Airlines Ekco weather radar systems will be installed in HS748s ordered by three airlines – Royal Nepal Airlines, Mount Cook Airlines of New Zealand, and Polynesian Airlines of Phoenix Islands.

Pan International of Germany have specified Ekco radar for their new BAC One-Eleven and a number of Ekco systems have also been ordered by the Pakistan International Airline Corporation for Trident aircraft.

The type of system chosen for all of these installations is the Ekco E190, which is standard equipment for many international airlines. It has a display range of 150 nautical miles and is available in a number of configurations to meet all operator requirements.

Ekco Avionics, Southend-on-Sea (a division of Pye Telecommunications Ltd.) are the only manufacturers of airborne weather radar systems outside the United States.

At the Farnborough Air Show the division exhibited the sophisticated type of system supplied for the Concorde and '747' Jumbo Jets.

£7 million project for Saudi Arabia

Following successful negotiations with the Directorate General of Civil Aviation of the Ministry of Defence and Aviation of Saudi Arabia, the joint venture of John Laing Construction, George Wimpey and Haji Abdullah Alireza and Co. Ltd., have signed a £7 million contract for the construction of a new runway and associated technical facilities for the airport at Taif, Saudi Arabia. Work will be largely complete in 18 months.

As announced recently, the joint venture is already engaged on a multi-million pound project for the Saudi Arabian Government involving the construction of technical facilities, runways and living accommodation at various locations.

£337,000 Nigerian contract

Taylor Woodrow of Nigeria Ltd. have received a contract valued at over £337,000 for site development and asphalt surfacing on Victoria Island for the Lagos State Government. Work began recently and is due for completion by February, 1971.

European promotion drive

Mr. John Peyton, Minister of Transport, and Mr. Sam Alper, of Caravans International, wish rally drivers Rosemary Smith and Alice Watson (shaking hands) 'bon voyage'.

Launching a European export promotion drive, Caravans International introduced a new range, Europa, on September 16. Two of the world's top rally drivers, Rosemary Smith and Alice Watson, set off from London to drive 2,200 miles, through seven countries, from Oslo to Monte Carlo, towing a Europa caravan behind a British Leyland Maxi car. They hoped to complete the trip in three days of non-stop driving, averaging similar speeds to those achieved by Monte Carlo Rally competitors.

Wishing the girls 'bon voyage', Mr. John Peyton, Minister of Transport, congratulated the CI group on their export achievements – worthy holders of the Queen's Award to Industry since its institution in 1966.

The CI group includes four United Kingdom brands of touring caravans, including the new Europa, and of their total production about 40 per cent is exported annually; the percentage rises with the lower-priced brands. Best European markets are the Netherlands and Scandinavia.

Patrol craft for Trinidad and Tobago

Vosper Thornycroft Ltd. the shipbuilding and ship repairing subsidiary of the David Brown Corporation Ltd., have received an order from the Government of Trinidad and Tobago for two 103 ft. fast patrol craft. The value of the order is approximately £750,000.

The 25-knot boats will be similar to the 'Trinity' and 'Courland Bay', designed and built by Vosper Thornycroft for Trinidad and Tobago in 1964/65, but a number of minor improvements will be incorporated in the new vessels as a result of development work during the intervening years.

The two patrol craft will be built at Vosper Thornycroft's Portsmouth shipyard.

First export success

One of Europe's biggest investment casting companies has ordered a ceramic shell moulding machine from GEC-Elliott Precision Controls Ltd., Greenwich, London (part of GEC-Elliott Automation). This is the first export success for the new machine which has created world-wide interest among precision casting producers since it was announced less than six months ago. The order has been placed by Bulten-Kanthal AB, one of Sweden's major steel producers and fabricators, and operators of one of Europe's largest investment casting foundries.

Car cargo for Australia

Jaguar Cars Ltd., a member of British Leyland's specialist car division, announce that the Dolphin Line charter ship mv 'Enna G' left recently for Sydney, carrying on board the largest single consignment of Australia-bound Jaguar cars. Most of the cars were XJ6 saloons —the largest single export shipment of this model to date.

£2.5 million earth station

Cable and Wireless Ltd. announced recently that the main contract for a £2.5 million satellite earth station to be built in Barbados has been awarded to The Marconi Co. Ltd., Chelmsford, Essex.

Due to become operational in 18 months, the earth station will provide Barbados with split-second links via space with the United Kingdom, Canada, Jamaica, Trinidad, Puerto Rico, and the United States. It will have a 97 ft. 'dish' aerial and handle all telecommunication services, including the transmission and reception of live television programmes.

The Marconi contract, worth about £1.5 million, provides for the supply, installation and commissioning of the earth station. The remaining £1 million will be spent on multiplex equipment, microwave links to the main Cable and Wireless office in Barbados, and building and engineering works.

Equipment for Irish biscuit factory

Irish Biscuits Ltd. of Dublin recently signed a contract with Baker Perkins Ltd., Peterborough, for baking equipment to be installed in a new £4 million factory now being constructed at Tallaght, Co. Dublin.

The contract is for a completely new biscuit-making plant, including rotary moulding unit 250 ft. long.

Douglas-Rownson Ltd., another member of the Baker Perkins group, will be supplying automatic plants for handling syrup, chocolate, glucose and a wide range of fats. The total value of both contracts is about £500,000.

£700,600 computer for Hungary

An ICL 4-70 computer valued at £700,000 has been ordered from International Computers Ltd. by the National Planning Office of the Hungarian People's Republic. This brings the total value of ICL orders in Hungary to £3.25 million. The computer is scheduled for delivery in Budapest early next year.

Reheat boilers for Australia

Babcock & Wilcox Ltd., London, announce an order placed with their subsidiary, Babcock & Wilcox Australia Ltd., by the Electricity Trust of South Australia for the design, manufacture and erection of two 200 MW reheat boilers for Torrens Island 'B' power station 10 miles from Adelaide.

Deliveries of materials to site will begin early in 1972 and the first boiler is expected to be operational during the second half of 1974.

Babcock recently supplied natural gas-fired power station boilers of similar design to Mexico and Argentina.

Computers for Swiss grocery warehouse

The automation systems division of Ferranti Ltd. is to supply five Argus computers for an integrated crane control system in one of Europe's largest grocery warehouses. The order, worth about £100,000, comes from Sprecher & Schuh AG, the automation systems division's associated company in Switzerland, who are responsible for the entire electrical and control systems in the automated warehouse now under construction for Bertschinger & Rohr AG at Brunegg, near Zürich.

£1.5 million construction contract

Capital Plant (International) Ltd., the consortium company formed by Whessoe, Motherwell Bridge, Newton Chambers and Derek Lennon Associates, whose formation was announced on May 22, have concluded their first contract. The National Iranian Oil Company, on the advice of their consultant engineers, Iranian Management & Engineering Group, have issued a letter of intent for a £1.5 million contract to CPI in association with two Iranian firms – The Batiman Construction Company and the Tessa Company.

The contract is for construction of a gas compressor station at Marun, part of the overall IGAT project for the supply of Iranian gas to the USSR.

£20,000 scaffolding equipment order

SGB Export Ltd. are supplying their Sureframe scaffolding equipment, props and accessories valued at £20,000 for the construction of a new £3.6 million Hilton Hotel in Abu Dhabi. The order was awarded to SGB by Cementation, main contractors for the project.

Earlier this year SGB Export Ltd. supplied Sureframe scaffolding and Metriform formwork system – total value £25,000 – to Cementation for the construction of the Montego Towers Hotel, in Jamaica.

Refinery contract for control valves

The control valve division of the Hymatic Engineering Co. Ltd., Redditch, recently received a contract for automatic control valves on a lube oil plant being built at the Duque de Caxias refinery in Rio de Janeiro, Brazil, for Petroleo Brasileiro SA (Petrobas). The order, valued at £40,000, is part of a £23 million project which includes two other refineries and a pipeline being supplied and financed through Brefcon International. Engineers for the lube oil plant are Badger Ltd., London.

Farm machinery for Chile

Ransomes Sims & Jefferies Ltd., Ipswich, have received orders worth more than £100,000 from Chile for ploughs and harrows. The orders were placed through their distributors in Chile, Ransomes Chilena South America.

On average, more than one-third of the company's turnover of over £12 million comes from direct exports.

Switch from import to export

For several years Crestmont Sales Ltd. have been large importers of tights and stockings. But now the trend has been reversed and the countries from which Crestmont imported goods, notably Poland, Austria and Canada, have now become export customers.

This switch in trading has been made possible by increased production from the group's new Breconshire factories at Ystradgynlais. Major building and plant extensions were opened only four months ago, but immediately the extra production enabled Crestmont to halve their imports.

The Crestmont sales team, led by Mr. George Krausz, chairman, has now opened up new markets in Denmark, Malta, Cyprus and Holland.

Second smelting plant for India

The Power-Gas Corporation Ltd., a Davy-Ashmore company, have won a large order to design, engineer and procure a copper flash smelting plant for Hindustan Copper (Private) Ltd. at Khetri, North West India. The contract covers the concentrates drying plant, the furnace and associated equipment, waste heat boiler and air preheater sections.

The plant will be designed to process 231,000 metric tons/year of locally produced concentrates, from which 31,000 metric tons/year of electrolytic copper will ultimately be recovered.

Power-Gas won this order, against strong international competition, largely through the strength of their Bombay engineering organization, which will handle the contract.

This is the second copper flash smelter order won in India by Power-Gas.

Increasing sales to Pakistan

During the past few years Ransomes Sims & Jefferies Ltd., Ipswich, have built up a substantial export trade in Pakistan. Ali Automobiles of Karachi, the company's distributors in West Pakistan, recently placed an order worth over £40,000 for farm cultivators.

Ali Automobiles ordered from Ransomes well over 1,000 farm cultivators in 1970 to the value of £130,000, bringing the total trade during the last few years to nearly £250,000.

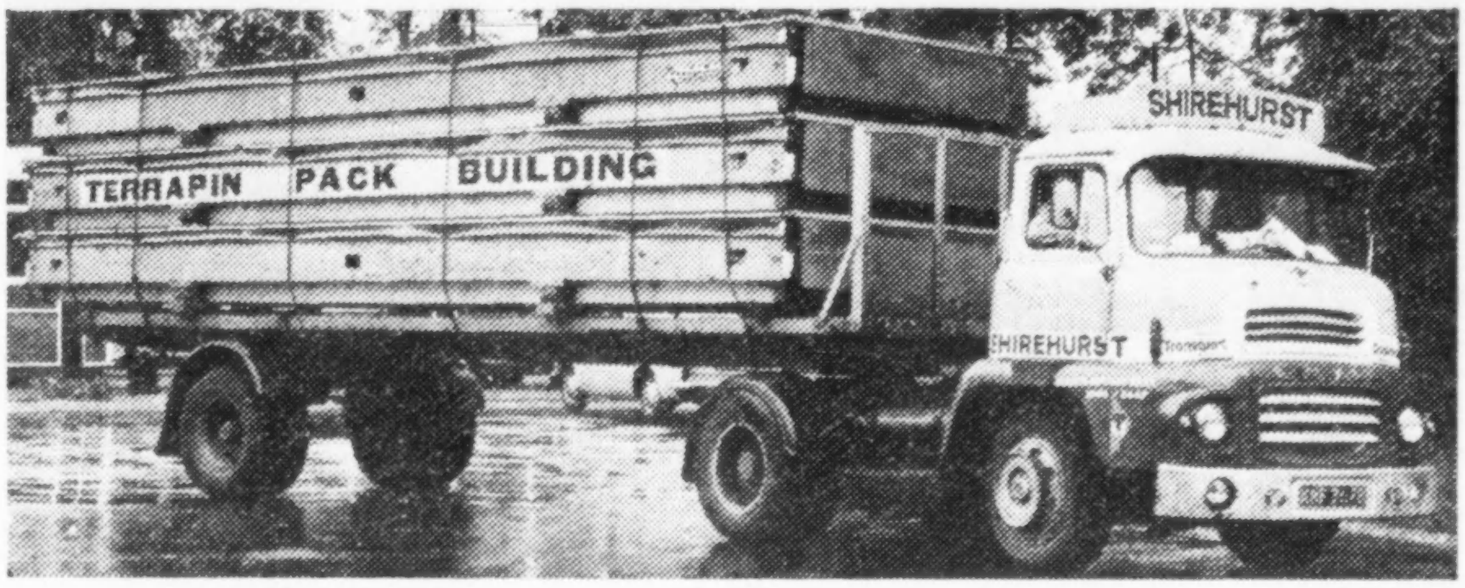
Breakthrough in Yugoslavia

Marine steam generators manufactured by the Wakefield firm of E. Green and Son Ltd. are exported to many countries and in recent months the company have opened up a new overseas market for these products – in Yugoslavia.

Four of these units have been ordered by Sig. Bergesen dy and Company for the Uljanik Yard, Pula, for installation in two 225,000 dwt tankers. Another six units have been ordered by the Split Shipyard for 73,000 dwt bulk carriers.

The first of these generators was delivered last month and the value of the 10 units is around £150,000.

Building system for France and Japan



Terrapin 'pack' building units leaving the Bletchley factory for instant erection on sites of all kinds. Each vehicle carries three units.

A British system of industrialized light construction is providing an immediate and economic answer to an accommodation problem faced by United Kingdom and other companies engaged in major constructional and industrial projects in Western Europe. It is thus making an important contribution to Britain's export figures.

This was the situation faced by Gibbons Brothers Ltd., Brierley Hill, Staffs., when the company was recently awarded a £5 million contract to build a new coke oven complex in Northern France.

They solved the problem by ordering a complete 1,400 sq. ft. single-storey office block composed of seven factory-finished 'pack' building units from Terrapin Ltd., a member of the Bletchley-based Terrapin International group.

Each unit left the Bletchley factory complete with roof, floor, walls, doors, windows and all decoration. Yet, for transport by road, each was folded into a self-weatherproofed 'pack' occupying less than a quarter of its erected volume.

The entire building was shipped to Northern France in five lorries via the roll-on, roll-off ferry from Dover to Calais. On arrival at site, only three erectors and a light crane were needed to transform the units into a purpose-built structure, the team being provided by Terrapin, who also carried out all the specified electrical and plumbing work.

Over in Japan a 60-unit 'extendable' school complex is nearing completion on a coastal site near Osaka. The school is to be almost doubled in size this month by the addition of a further 50 Terrapin 'pack' building units.

Boxmaking plant for Argentina

Scholnik SIAC, Buenos Aires, have ordered boxmaking equipment valued at £250,000 from the container machinery division of Henry Simon Ltd., Stockport.

Simon will be responsible for the construction, installation and commissioning of the equipment and will also train staff to operate the units.

Argentina, Brazil, Venezuela and Colombia are already among Simon's South American customers and further orders are pending to the total value of over £500,000.

£355,000 orders for print companies

Four British Printing Corporation companies are contributing to a £355,000 order for the United States, probably the biggest export order ever obtained by the British printing industry. The order is from Marshall Cavendish Corporation, which has bought from BPC Publishing the United States rights of the recently completed partwork Encyclopedia of Animal Life; the Corporation, which is selling the series by direct mail as a 20-volume set of books, has ordered 1,075,000 books and BPC Publishing has ordered 290,500 copies for sale in the United Kingdom and Commonwealth.

The four companies producing the books are Purnell and Sons, Paulton; Hazell Watson and Viney, Aylesbury; Waterlow and Sons, Dunstable; and Chromoworks Ltd., Nottingham.

Bridge bearings valued at £80,000

PSC Equipment Ltd., Iver, Bucks., specialists in post-tensioning and pre-stressing systems, recently received orders totalling £80,000 for the supply of Tetron bridge bearings to Belgium, Australia, Canada and other countries.

Over 47 per cent of the company's output is exported. A recent major project for which the company supplied pre-stressing equipment, bridge bearings and expansion joints to the value of £250,000 was the Rio Niteroi bridge project in Brazil.

Starter systems for Yugoslav aircraft

Rotax Aircraft Equipment Ltd. announce that their electrical systems group at Hemel Hempstead, Herts, have supplied the electrical starting and generating system for the Mark 3 version of the Galeb aircraft manufactured by Soko of Mostar in Yugoslavia. The prototype of the Mark 3 is now flying with the Rotax equipment fitted.

Rotax are also working with Soko on their Jastreb and Galeb aircraft already in service, and have been awarded production orders for the supply of overvoltage protection units and switchgear for these aircraft.

£269,000 biscuit-making plant for Brazil

Baker Perkins International Ltd. have won an order worth over £269,000 from Produtos Alimenticios Brandini SA of Maceio, Brazil, for a fully automatic biscuit-making plant—the first British plant to be installed by the Brazilian company.

Delivery is scheduled to start early next year. Erection and commissioning by Baker Perkins engineering staff is expected to be completed before autumn 1971.

£56,000 South African order

A £56,600 order for 30 of their fully automatic standard rotary cup oil burners has been received by Hamworthy Engineering Ltd., Poole, Dorset – part of the Powell Duffryn group – from the Consolidated Textiles group of Durban, South Africa. The order was negotiated by the company's South African subsidiary, Hamworthy Engineering Africa (Pty.) Ltd., Cape Town, and the burners will be installed over the next six months.

The order covers eight independent factories within the Consolidated Textiles group and is thought to be the largest industrial boiler conversion operation from coal to oil to have been undertaken in South Africa.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Harmonization of legislation

THE *Journal Officiel des Communautés Européenes* No. C115, dated September 11, 1970, contains the texts of two Proposed Directives as follows:

1. FOODSTUFFS

Proposed Directive to modify, for the sixth time **Directive No. 65/54/CEE** relating to the harmonization of Member States' legislation concerning preservatives for use in foodstuffs intended for human consumption.

2. MEASURING INSTRUMENTS

Proposed Directive concerns the harmonization of Member States' legislation relating to common provisions for measuring instruments and for the methods of metrological control.

The French texts of these proposed Directives may be seen on application to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2354/5).

It should be noted that the texts of these Directives, when finally approved, may differ from the draft texts refered to above.

Common customs tariff

THE *Journal Officiel des Communautés Européennes* No. C115, dated September 11, 1970, contains the text of a Proposed Regulation temporarily suspending the Common Customs Tariff applicable to imports of wines of fresh grapes (Common Customs Tariff No. ex 22.05) originating in and coming from Algeria.

The French text of this Proposed Regulation may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Imports from non-member countries

THE *Board of Trade Journal*, dated August 5, 1970 (Pages 297/8), contained details of goods which, under Article 115 of the Treaty of Rome will not benefit from Community treatment when imported by a member State even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L206 dated September 17, 1970, contains the text of **Decision No. 70/435/CEE** authorizing Italy to exclude from Community Treatment motorcycles (Common Customs Tariff No. ex 87.09) originating in Japan and freely circulating in the other member States.

The French text of this Decision may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Common agricultural policy

THE TEXTS of the following Regulations and Proposed Regulations, which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations and Proposed Regulations, may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

CITRUS FRUITS

The *Journal Officiel des Communautés Européennes* No. C115 dated September 11, 1970, contains the texts of two Proposed Regulations relating to imports into the EEC of citrus fruits originating in Israel and Spain respectively. It should be noted that the texts of these Regulations, when finally approved, may differ from the draft texts referred to above.

Regulation (CEE) No. 1859/70 fixes the mean values for the valuation of citrus fruits during the periods at the beginning of the 1970/71 import season (*Journal Officiel* No. L204, dated September 15, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 1884/70 fixes the conditions for the allocation of tomatoes, taken from the market, for processing into tomato purée (*Journal Officiel* No. L207, dated September 18, 1970).

OILS, FATS AND OILSEEDS

The *Journal Officiel des Communautés Européennes* No. C115 dated September 11, 1970, contains the texts of two Proposed Regulations relating to imports of olive oils from Spain and Tunisia respectively. It should be noted that the texts of these Regulations, when finally approved, may differ from the draft texts referred to above.

EEC/Spain Agreement

THE *Board of Trade Journal* dated September 2, 1970, contained a notice about **Regulation (CEE) No. 1524/70** concluding a preferential trade agreement between the EEC and Spain. The Agreement which will affect the majority of the tariff headings in the EEC's Common Customs Tariff provides for tariff concessions on about 95 per cent of all Spanish industrial products which are subject to customs duty on import into the Community.

Generally speaking there will be a 30 per cent reduction of the Common Customs Tariff as soon as the Agreement comes into force and the reduction will reach 50 per cent on January 1, 1972, and 60 per cent on January 1, 1973. For certain products these reductions will only apply within the limits of an annual tariff quota, while for others, including particularly certain textile products, the progressive reduction of customs duties will only reach

(*Continued on page* 742)

The business end of Sabena.

An airline with 94% of its passengers on business might be expected to run a businesslike cargo service to deliver the goods their passengers sell.

We do.

In fact in 1966 at Brussels National Airport, a completely new cargo terminal was opened. It's big, fast, fully equipped and was operating a computerised manifesting system long before many other prominent airlines.

Of the total square footage of 158,000 Sabena occupy 110,000 square feet.

Needless to say Sabena offer – but in depth – such facilities as variable temperature cold stores, radioactive lock ups and special accommodation for animals.

This terminal is fully equipped for the palletised age and can turn round a giant Boeing 707 13 pallet freighter in well under two hours. Pallet preparation pits calibrated to automatic scales speed the cargo from one flight to another.

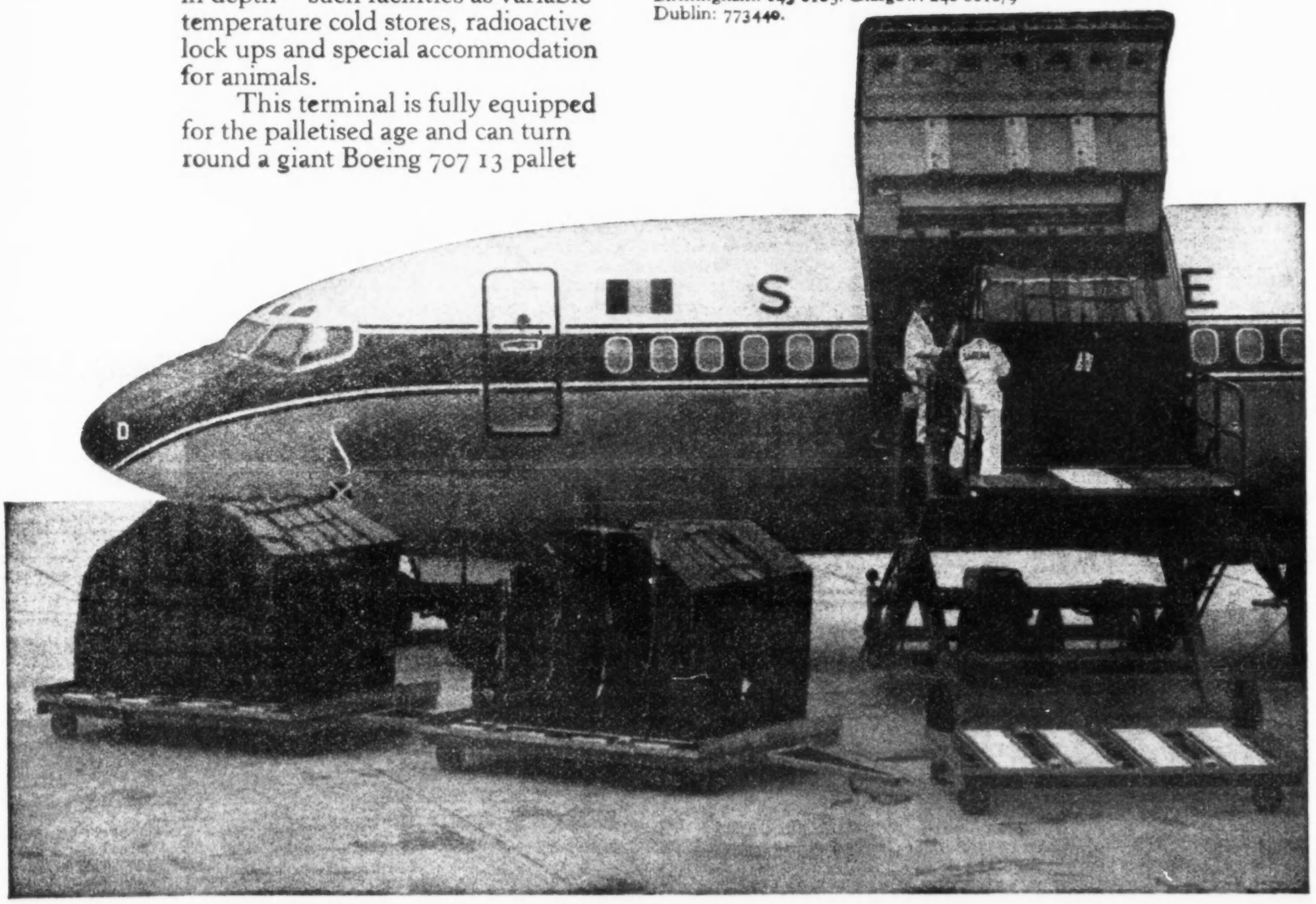
With the entire handling area under cover we can even guarantee the weather.

Our cargo network from U.K.– via Brussels of course – serves no less than 18 points in Europe, six in Africa and the Far East terminating at Tokyo.

Of course if you flew with us to sell the goods, you'll know we can fly them to the same place.

SABENA IATA

London: Skyport 7290/1. Manchester: Mercury 1542.
Birmingham: 643 6105. Glasgow: 248 6018/9
Dublin: 773440.



EUROPEAN COMMUNITIES, *continued*

40 per cent on January 1, 1977. No concessions are made on some sensitive products. The Community has also granted Spain a binding of the liberalization level for the whole of the industrial sector, subject to special provisions which will continue to be applied to the import of petroleum products by the various Member States.

In the agricultural sector, concessions have been granted for Spain's principal export products, amounting to about 62 per cent of total Spanish exports to the Community in this sector. Citrus fruits (oranges, lemons, mandarins) will benefit, subject to certain conditions, from a reduction of 40 per cent of the Common Customs Tariff, while unrefined olive oil will benefit from a preference in the form of a reduction in the import levy applicable to third countries. The Community will also grant concessions on certain Spanish wines. Other agricultural products will benefit from tariff reductions ranging from 25 to 100 per cent.

Spain will grant Tariff concessions to the Community for about 60 per cent of Spain's total imports from the Community. In the industrial sector these will amount to a reduction of 60 per cent or 25 per cent on the Spanish rates of duty according to the product concerned and will be phased over a period of six years. Spain has also undertaken not to introduce new restrictions on imports of industrial products originating in the Community amounting to up to 80 per cent of its total import of these products. Spain also undertakes to increase annually the quotas open for the Community in such a way as to ensure, by the end of the sixth year of the Agreement's life, the liberalization of imports of industrial products originating in the Community. Spain may, however, maintain quantitative restrictions for not more than 5 per cent of total imports.

In the agricultural field, for products subject to customs duty on importation, Spain will grant the Community tariff concessions corresponding to those provided for in the industrial sector, and has undertaken to maintain the Community's share in her imports of agricultural products which are subject to State trading or to quantitative restrictions.

Inquiries about this Agreement should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174), where the French text of the Agreement may be seen. Copies of the French text may be obtained through Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1.

Tariff quotas

THE *Journal Officiel des Communautés Européennes* No. L175, dated August 8, 1970, contains the text of **Regulation (CEE) No. 1610/70** setting up, as provided for in the EEC-Spain Agreement referred to above, a tariff quota of 2,250 tonnes of the following products originating in Spain, at the rate of duty indicated for the period October 1, 1970, to December 31, 1971.

Common Customs Tariff No.	Products	Rate of duty
		%
55.09	Other woven fabrics of cotton:	
	A. Containing 85% or more by weight of cotton:	
	I. of a width of less than 85 cm	9·1
	II. other	9·8
	B. Other:	
	I. of a width of less than 85 cm	9·8
	II. not specified	10·5

1,690 tonnes of this quota have been allocated on the following basis:

	tonnes
Germany	225
France	1,137
Italy	178
Netherlands	93
Belgo-Luxembourg Economic Union	57

The remaining 560 tonnes will form a reserve available to Member States who use 90 per cent or more of their original allocation.

The *Journal Officiel* No. L175 also contains the text of **Regulation (CEE) No. 1611/70** setting up, as provided for in the Agreement referred to above, a tariff quota of 300,000 tonnes for the following products originating in Spain, at the rates of duty indicated, for the period October 1, 1970, to December 31, 1970. The *Journal Officiel* No. L177 dated August 11, 1970, contains the text of **Regulation (CEE) No. 1620/70** setting up a similar quota, of 1,200,000 tonnes, for the period January 1, 1971, to December 31, 1971.

Common Customs Tariff No.	Products	Rate of duty for period October 1, 1970 to December 31, 1970	Rate of duty for period January 1, 1971 to December 31, 1971
		%	%
27.10	Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations:		
	A. Light oils:		
	III. Intended for other purposes	4·2	4·2
	B. Medium oils:		
	III. Intended for other purposes	4·2	4·2
	C. Heavy oils:		
	I. Gas oil:		
	(c) Intended for other purposes	2·4	2·4
	II. Fuel oils:		
	(c) Intended for other purposes	2·4	2·4
	III. Lubricating and other oils:		
	(c) Intended to be mixed in accordance with the terms of Additional Note 7 of chapter 27 (a)	2·8	2·8
	(d) Intended for other purposes	4·9	4·9
27.11	Petroleum gases and other gaseous hydrocarbons:		
	A. Commercial propane and commercial butane:		
	III. Intended for other purposes	1·6	1·3
27.12	Petroleum jelly:		
	A. Crude:		
	III. Intended for other purposes	1·5	1·4
	B. Other	5·7	5·3
27.13	Paraffin wax, micro-crystalline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral waxes, whether or not coloured:		
	B. Other:		
	I. Crude:		
	(c) Intended for other purposes	1·5	1·4
	II. Other	5·3	4·7
27.14	Petroleum bitumen, petroleum coke and other residues of petroleum oils or of oils obtained from bituminous minerals:		
	C. Other	1·6	1·5

(a) Entry under this heading is subject to conditions to be determined by the competent authorities.

These quotas have been allocated between the Member States on the following basis:

	Regulation (CEE) No. 1611/70 Tonnes	Regulation (CEE) No. 1620/70 Tonnes
Germany	163,200	522,240
France	21,900	70,080
Italy	57,900	185,280
Netherlands	31,200	99,840
Belgo-Luxembourg Economic Union	25,800	82,560

Further details of both quotas may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174), where the French text of the Regulations may also be seen.

FRANCE

Duty free quota for imports of wood pulp

THE FRENCH *Journal Officiel* of September 12 announced amendments to the duty free quota amounts for the import of wood pulp admitted under more favourable tariff conditions during 1970 (see table published in the *Board of Trade Journal* of January 14, 1970, page 125). The table should now read:

Tariff No.	Description	Quota amount (metric tons net)
47.01 A	Mechanical and semi-chemical wood pulp†	200,000 tons at 90% dryness
47.01 B I and B II	Wood pulp chemically treated by the sulphate or soda processes†; wood pulp chemically treated by the bisulphate process†	1,500,000 tons at 90% dryness

† The weight to be shown on import licence applications for these quotas is that of the pulp taken at 90 per cent dryness

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

French highway code

RECENT FRENCH Official Journals published regulations and instructions relating to vehicles, in particular to air pollution control, suitability of tyres for both motor vehicles and trailers, brakes, and the altering of motors to increase the speed of motor cycles (*Journal Officiel* of September 2), direction indicators and lights (*Journal Officiel* of September 5); and braking systems on articulated vehicles fitted with automatic coupling (*Journal Officiel* of September 12).

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288), where the full French texts may be seen.

Duty free quota for tunny fish

FOLLOWING EEC Regulations Nos. 2620/69 and 1253/70 and further to the arrêté of December 24, 1969, fixing the amount and conditions of import, the French *Journal Officiel* of September 16 announced that with effect from September 2, the residual amount for the duty free quota for tunny fish, fresh, chilled or frozen, whole, headless or sliced (Tariff heading 03.01 BIb) to be used for preserving purposes, has been fixed at 2,400 metric tons.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

Global quota for bananas

THE FRENCH *Journal Officiel* of September 19 announced the opening of a quota for the import of fresh bananas (Tariff heading 08.01B) originating in and imported from countries other than member countries of the EEC or those in the Franc Zone, Spain and Rhodesia.

Licence applications on form AC, together with three copies stating clearly the country of origin or the country from which imports are to be effected, must reach the Direction générale des douanes et droits indirects (division des échanges E), 8 rue de la Tour des Dames, Paris, 9e, before October 3, 1970, when they will be examined simultaneously. Licences will be valid until March 31, 1971 (date of customs clearance) and this date will be indicated on the licence.

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 423/408/288).

PORTUGAL

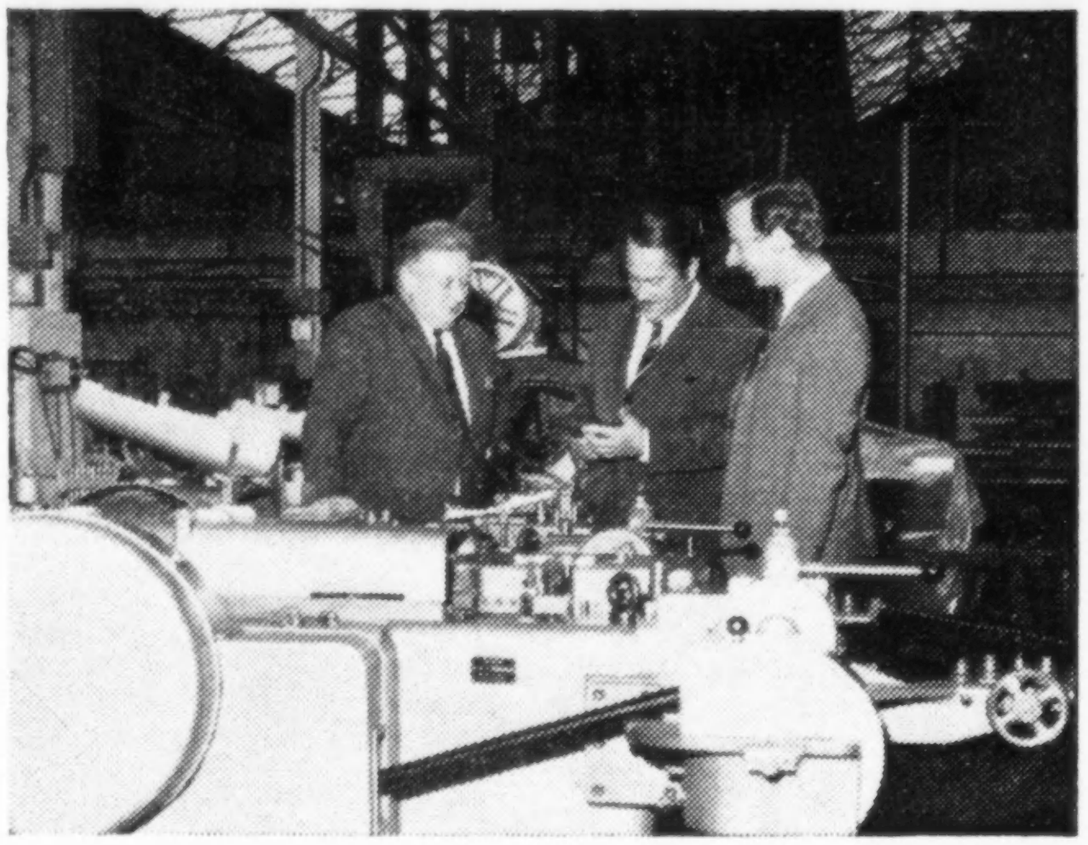
Amendment to the import tariff

PORTUGUESE *Diario do Governo*, First Series, No. 189 of August 17, 1970 published Decree No. 380/70 which authorized the following amendment to the import tariff:

70.20

01 In the form of bulk fibre, in webs or blankets, slivers or rovings or woven fabrics, whether or not wound on reels, of a kind used for reinforcing resins.
Note: This sub-heading covers only materials imported by firms making use of them to reinforce resins used in the manufacture of any product or applied to any material. Classification within this sub-heading shall furthermore be subject to a report by the IGPAI showing that such materials are not manufactured economically within Portugal. Materials used other than solely for the purpose shown in this note shall be held as in evasion of the duties to which they would be liable had they not been classified under this sub-heading. Firms must record in a special register the quantities imported and the use made of the materials and must make available for Customs inspection all details required to ascertain the use made thereof.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).



Taking delivery of four high-speed cold forging machines at the Leeds works of Greenwood & Batley is M. Roumagmac (centre) of Gobin Daude, one of France's leading fastener manufacturers. On the right is Greenbat sales director, Mr. Charles Legard, and left M. F. Farge, Greenbat's French agent.

GREECE

Import licence required for certain motors and transformers

THE GREEK Ministry of Industry has announced that licences are now required for imported motors developing more than 100 h.p., transformers up to 1,600 KVA, except those for radio broadcasting, radio telephones and television receivers.

Details of items for which an import licence is required may be obtained from Tariff Section of Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

SWITZERLAND

Transfer of the Commercial Department

FROM OCTOBER 1, 1970, trade promotion work throughout Switzerland will be co-ordinated by the Commercial Department of HM Consulate-General, Zurich. Staff is being transferred from Berne to Zurich for this purpose.

Under the general direction of HM Ambassador, responsibility for trade promotion throughout Switzerland will be exercised by HM Consul-General at Zurich, Mr. A. C. Maby, CBE, who will assume the additional title of Director of Trade Promotion.

Addresses, telephone numbers and telex numbers remain unchanged at Zurich and Berne.

Inquiries about this notice should be addressed to CRE 3, Room 356, Victoria Street, S.W.1 (Tel. 01-248 5757, Ext. 2340/2341).

Hints to business men visiting Poland

A REVISED EDITION of the booklet on Poland has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can otain a copy of the booklet on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade.

FEDERAL REPUBLIC OF GERMANY

Units of Metrology Law (adoption of the SI System)

LEGISLATION prescribing and defining the units of measurement to be used for specifying quantities in commercial and official dealings has recently been promulgated in the German Federal Republic. It consists of the Units of Metrology Law, passed in July 1969, and the Implementation Order of June 1970 made under it, both of which came into force in July 1970.

The Units of Metrology Law laid down the basic units, and empowered the Federal German Government, after consulting interested parties in science and industry, and with the agreement of the Bundestag, to make Statutory Orders to prescribe units derived from the basic units so as to ensure uniformity in metrology.

The Implementation Order establishes an agreed list of units, which supersedes units scattered in various German laws going back to 1898 and now repealed.

In the sphere of everyday activities the new regulations for statutory units will have little direct effect, because the important and most used units of length, area, volume and weight remain unchanged. Infringement of the regulations in commercial dealings is punishable with a fine. The use in sea, air and road traffic of other units based on international agreements, and of their names and abbreviations, is unaffected.

The basic units, and with very few exceptions the units prescribed in the Order, are those of the International System of Units known as SI which was adopted by the International Conference on Weights and Measures in 1960. The Order lists a few international units which may only be used in restricted applications, namely the Diopter, the Hectare, the Metric Carat and the Tex. It also makes provision for the transition from old units, foreign to the SI system, which at present are used in certain technical areas alongside the SI units. The relationship of each old unit with the appropriate SI unit is indicated in each case. A few of the old units may be used in general or limited applications until the end of 1974 only; most of the old units may be used up to the end of 1977. Interesting examples of units of limited application which will be abandoned are the Anglo-Saxon square foot which at present is used in the German leather trade, but will not be used after 1974; the typographical point which will give way to the metric typographical measuring system after 1977; and the special names (Festmeter and Raummeter) which will no longer be used for the cubic metre in forestry and timber trades after 1977.

Whilst the new German regulations do not, by definition, apply to export and import dealings, it is clearly necessary for British firms trading with Germany to take note of them. They are also likely to have considerable effect in the future in other countries of interest to British traders.

The German text and an unofficial English translation of the Law may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466).

AUSTRIA

Import of medical products

IT HAS BEEN announced in the *Bundesgesetzblatt* of June 30, 1970, that the National Council have introduced a new Federal Law (Medicine Imports Law) affecting the imports of medical products falling within Brussels' Tariff Nos. 30.03 and 30.05 B. These may now only be imported upon production of a certificate stating that they are non-injurious. This Federal Law came into effect on July 1, 1970.

Further details of the new law may be obtained on request from Tariff Section of Export Data Branch, Hillgate House, 35 Old Bailey, London, EC47M HU (Tel. 01-248 5757, Ext. 460 and 462).

YUGOSLAVIA

New law on explosive materials

IT HAS BEEN reported that a new law has been introduced in Yugoslavia governing the production, trade, storage, transport and use of explosive materials, with effect from June 19, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 475 and 420).

Reduction of import duty on specialized equipment

THE *Official Gazette* of Yugoslavia has published a decision whereby the import duty on specific equipment mainly under Chapters 84 and 85 for the production of alumina and aluminium has been reduced.

Details of equipment may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

ISRAEL

Customs tariff amendments

THE BOARD OF TRADE have received details of amendments to a number of items in the Israeli Customs Tariff for the period up to December 31, 1970. These include item numbers:

01.06	39.07	69.07
03.01	40.14	69.08
04.02	40.16	69.13
05.01	44.15	70.14
05.15	44.24	70.19
06.03	44.27	71.01
06.04	48.21	71.02
12.07	58.01	71.03
16.03	58.03	71.06
16.04	59.06	71.07
17.04	61.08	71.09
18.06	62.05	71.11
19.05	64.01	71.12
19.07	64.02	71.15
19.08	64.03	72.01
21.07	64.04	73.36
23.07	64.05	85.12
24.02	64.06	85.15
34.01	67.01	85.21
34.02	67.03	87.13
38.11	67.04	89.01
38.19	67.05	94.01
		94.03

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Additions to import semi-liberalized list

ADDITIONS have been made to the Israeli list of commodities for which import licences are granted without restriction as from August 18, 1970. The tariff numbers affected are:

17.05	43.02	84.63
20.02	43.03	85.24
20.07	73.32	90.16
38.01	74.15	
38.19	84.61	

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.*2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

SAUDI ARABIA

Id al Fitr public holiday

CONTRARY TO information given on page 10 of *Hints to Businessmen Visiting Saudi Arabia*, the Id al Fitr 5- or 6-day public holiday begins this year on November 29. This is immediately preceded by the month of fasting, Ramadan, which begins on or about October 31, subject to the sighting of the new moon.

Income tax

ROYAL DECREE No. M/19 of 1/7/1390 A.H. (September 2, 1970) raised income tax rates in Saudi Arabia as shown in the following tables:

Company Tax (levied on the profits of foreign companies)

Prior to September 2, 1970	From September 2, 1970
Saudi Arabia	
20% on first SR100,000	25% on first SR100,000
30% on next SR400,000	35% on next SR400,000
35% on next SR500,000	40% on next SR500,000
40% thereafter	45% thereafter

Personal Tax

Prior to September 2, 1970	From September 2, 1970
Nil on first SR6,000	Nil on first SR6,000
5% on next SR14,000	5% on next SR10,000
10% on next SR30,000	10% on next SR20,000
20% thereafter	20% on next SR30,000
	30% thereafter

MAURITANIA

Import quotas

THE NOUAKCHOTT Chamber of Commerce recently informed HM Embassy in Dakar, Senegal, that goods imported into Mauritania are no longer subject to import quotas.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 408, 423 and 288).

KENYA

Import licensing regulations

LEGAL NOTICE No. 176 published in the *Kenya Official Gazette Supplement* of September 4, announces, with effect from August 26, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 3) Order, 1970, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968 (published in the *Board of Trade Journal* of December 13, 1968, pages 1662-1664) to the following extent:

FIRST SCHEDULE

Code	Division Number, Group Number, Item, Codes and Items
	(a) by deleting therefrom the following items:
694 1 0 0	Round wire netting and fencing nails, tacks and staples.
	(b) by inserting in their correct numerical order the following new items:
694 1 0 0	Round wire nails, roofing nails, tacks and fencing staples.

THIRD SCHEDULE

Column 1 Code	Column 2 Items
	By inserting therein in their correct numerical order the following new items:
695 1 0 0	All types of hoes (jembes) only.
695 1 0 9	All types of fork hoes only.

Note:

All goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

By administrative action of the Kenyan Authorities all goods irrespective of country of origin listed in the Third Schedule to the above Order may be imported into Kenya only through the Kenya National Trading Corporation.

Importers should submit applications to the KNTC for processing and subsequent submission to the Licensing Officer, Ministry of Commerce and Industry.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

MALAWI

Decimal currency

A COPY OF THE Malawi Decimal Currency Act, No. 30 of 1970, has been received. This Act, which was published on August 28, provides for the introduction of and the conversion to the decimal currency system, and shall come into operation on such date as the Minister of Finance may publish in the *Malawi Gazette*. According to information published in the *Malawi Decimal Currency Board Newsletter* this will be Monday, February 15, 1971.

The major unit of decimal currency will be the 'Kwacha', equal in value to 10 shillings. The Kwacha will be divided into 100 minor units called 'tambala'.

Symbol for the Kwacha

The symbol for the Kwacha will be:

K

– a capital letter with no other adornment. This symbol should be placed in front of the numerals in the same way as the £ sign is used now:

K22 K57 K1,520

Where it is necessary to distinguish the Malawi Kwacha from other currencies for international purposes, the symbols will be MK.

Symbol for the tambala

The symbol for the tambala is a small letter 't', with no full stop or other decoration. This symbol should be placed after the numerals for tambala (9t) in the same way as a 'd' is now shown for pence (9d).

The names of the major and minor units are the same in singular and plural form:

one Kwacha, two Kwacha, ten Kwacha,
one tambala, two tambala, ten tambala.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226) quoting reference CRE 20727/G.

Proposed railway link—Salima-Lilongwe-Mchinji

WE HAVE been advised by the Government of Malawi that it is considering inviting tenders for the extention of the Malawi internal railway system by the provision of a fully ballasted single 3ft. 6in. gauge track from:

(a) Salima to Lilongwe, **and**
(b) Lilongwe to Mchinji.

The commissioning of a detailed route and engineering survey of the extension works and the preparation of tender documentation has still to be undertaken but it is the wish of the Government of Malawi to establish a list of pre-qualified contractors to whom exclusive tender invitations for the construction works may be addressed.

The total distance of the proposed extension from Salima to Mchinji will be approximately 133 miles and the construction contract will include all station and other essential buildings and the necessary signal and telecommunication systems. The successful contractor will be expected to arrange a financing programme for the contract works.

Applicants wishing to be included on the list of pre-qualifying contractors should give:

(a) The name of the company or, in the case of a consortium, the names of the companies constituting the consortium;
(b) The Memorandum and Articles of Association of the company or companies, or other formal incorporation documents;
(c) Details of the technical and financial structure and resources of the applicant supported by:
Bankers references;
(d) Capacity in relation to availability of plant and procurement of materials;
(e) A statement of any association with consulting engineers or otherwise;

(*Continued on next page*)

MALAWI, *continued*

(f) The various branches and sub-branches of contracting in which the company or companies specialize;
(g) Civil engineering contracting services rendered by the company or companies to their respective home Governments or foreign Governments;
(h) A list of contracts similar to that contemplated successfully undertaken during the past 15 years;
(i) The names of the principal executives and directors of the company or companies;
(j) Present commitments and manpower capacity of the company or companies.

Replies should be forwarded to arrive not later than October 31, 1970 and should be addressed to:

The Secretary of Transport and Communications,
PO Box 587,
Blantyre, Malawi;

in envelopes marked 'Pre-qualification Proposed Railway Extension'.

Any inquiries relating to this notice should be addressed to the Export Services Division, General Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 577).

BURMA

Changes in styles of address

FIRMS MAY WISH to note that the Burmese Ministry of Public Works and Housing and the boards and corporations administered by it changed their styles of address with effect from July 1, 1970.

The Department is now known as the Ministry of Construction while the Public Works Corporation has now become the Construction Corporation. The National Housing Town and Country Development Board is now called the Housing Board and the People's Quarry Corporation has now become The Quarry Corporation.

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentive (Relief from Income Tax) Act, 1967.

Industries	Products
Manufacture of photographical and optical goods	Photographic equipment, parts and accessories; optical instruments, parts and accessories
Metal working	Tools and dies (with a minimum employment of 200 tool and die makers)
Engineering	Components for industrial, agricultural and transport equipment

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice of his objections and of the grounds on which they are based before October 19, 1970.

Any inquiries regarding this notice should be made to Commercial Relations and Exports Department, Room 309, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143) quoting reference CRE 24014/2.

MALAYSIA

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has decided to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968.

Industries	Products
Manufacture of miscellaneous food preparations	Rice vermicelli
Manufacture of electrical, industrial equipment	Electrical motors

The notices proposing the making of these orders appeared in the *Board of Trade Journals* of October 29, 1969 and March 24, 1970 respectively.

Inquiries regarding this notice should be made to Commercial Relations and Exports Department, Room 309, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143) quoting reference CRE 25348/2.

Import control (1)

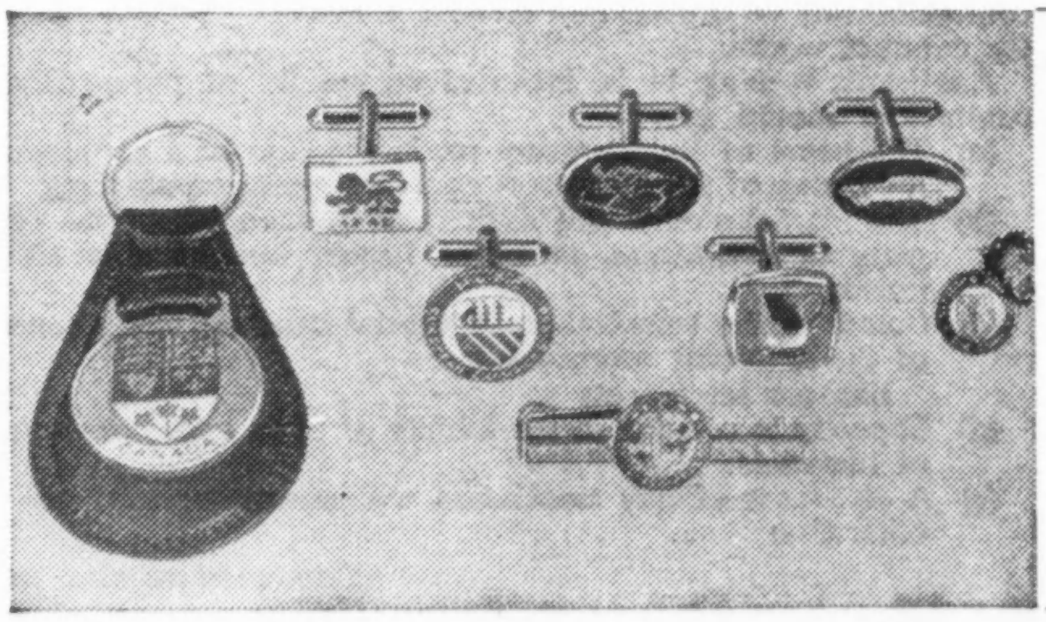
THE MALAYSIAN *Government Gazette* dated August 27, 1970, published the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 15) Order, 1970, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the deletion of the following:

Heading No.	Description of goods	Country
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49 of the 1969 Customs Tariff), in rolls or sheets:	
490	Carbon paper	All countries
48.13	Carbon and other copying papers (including duplicator stencils) and transfer papers, cut to size, whether or not put up in boxes:	
100	Carbon paper	All countries
98.08	Typewriter and similar ribbons, whether or not on spools; inkpads, with or without boxes:	
100	Typewriter ribbons	All countries

This notice means that the goods mentioned in column two are now no longer subject to special import licensing when imported into the States of Malaya from any country.

Import control (2)

THE MALAYSIAN *Government Gazette* dated September 3, 1970, published the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) No. 16) Order, 1970, which amends



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the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods	Country
32.13	Writing inks, printing inks and other inks:	
200	Inks for duplicating machines	All countries

This notice means that the goods shown in column two are now subject to special import licensing when imported into the States of Malaya from any country.

All inquiries regarding this notice should be made to Board of Trade, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 401/468/469).

AUSTRALIA

Dumping inquiry on polyester continuous filament raw yarn, staple fibre and tow

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether polyester continuous filament raw yarn, staple fibre and tow ex tariff items 51.01.200, 51.01.900, 56.01.900 and 56.02.900, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Interim anti-dumping action in the form of cash securities has been imposed on the goods concerned exported to Australia on and after September 19, 1970.

This matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than October 14, 1970.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 1457/70.

SOUTH VIETNAM

Import regulations

THE VIETNAMESE Ministry of Economy has announced that with immediate effect all commercial imports financed from Government owned foreign exchange must be supplied direct to Vietnam from the country of origin and not from stocks held in third countries.

Import licences for goods so affected issued prior to September 21, will be honoured but new ones will be subject to the new rules. The only exceptions allowed are for goods supplied under government contracts resulting from formal price quotions and for pharmaceutical materials from Europe.

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The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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CHILE

Import duty amendments

THERE HAVE recently been a number of amendments to the Chilean Import Tariff. The goods affected come in the following categories:

Chapter 29	Hydrocarbons and their halogenated, sulphonated, nitrated or nitrosated derivatives.
Chapter 40	Articles of unhardened vulcanized rubber.
44.28.01	Wooden oars and paddles.
59.01.01.01	Obstetric plugs of wadding and textile flock, etc.
Chapter 64	Footwear, gaiters and the like; parts of such articles.
Chapter 68	Articles of stone, of plaster, of cement, of asbestos, of mica and of similar materials.
69.03.99	Ceramic muffles, nozzles, plugs, supports, cupels, tubes, pipes, sheaths and rods.
Chapter 70	Glass and glassware.
73.25	Iron or steel cables, etc. (not electric)
Chapter 71	Pearls, precious and semi-precious stones, precious metals, rolled precious metals, and articles thereof; imitation jewellery.
Chapter 76	Aluminium and articles thereof.
82.05.01.99	Interchangeable tools for hand tools, including dies for wire drawing, extrusion dies for metal, and rock drilling bits, except chasers and chaser dies.
Chapter 84	Boilers, machinery and mechanical appliances; parts thereof.
89.01.99.01	Olympic standard watercraft.
92.12.03	Gramophone cylinders and discs, recorded.
Chapter 93	Arms and ammunition; parts thereof.
Chapter 97	Toys, games and sports requisites; parts thereof.
Chapter 98	Miscellaneous manufactured articles.

Additions to the tariff

THE CHILEAN *Official Gazette* of August 13, 1970, introduces some new sub-headings to the tariff. They are as follows:

Brussels Tariff No.	Description	Specific Gold Pesos	Duty *Ad val.* c.i.f.
24.02.01.04	Homogenized manufactured tobacco	Free	125%
59.01.01.03	Cellulose acetate filters for the making of marking pencils	Free	70%
70.09.01	Rear-view mirrors for vehicles	Free	100%
70.09.99	Other glass mirrors with or without frames	Free	200%
87.02.03	Armoured vehicles for carrying goods	Free	90%

The same issue of the Gazette states the following can be imported at a special low rate of duty until June 30, 1971:

29.35.99.09	Melamine	Free	25%
47.01	Bleached cellulose containing, in the dried pulp, notless than 88% of alpha-cellulose for use in the manufacture of moulding powders	Free	25%

Import concessions on domestic sewing machines

THE CHILEAN *Official Gazette* of August 19, 1970, proposes that sewing machine heads for domestic use (Brussels No. 84.41.03) and parts for domestic sewing machines (Brussels No. 84.41.80), can be imported into Chile at a rate of 22 per cent *ad valorem* cif until December 31, 1970. This concession is subject to the approval of the Chilean Development Corporation. Otherwise the rate of duty for 84.41.03 will be 65 per cent *ad valorem* cif and free of the specific duty.

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UNITED STATES

Motor vehicle safety standard: tyres and rims

THE UNITED STATES National Highway Safety Bureau have announced amendments to Standards 109 and 110 relating to tyre size designation and tyre selection and rims. The Standards apply to passenger cars and will become effective October 5, 1970.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 5.9.70.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

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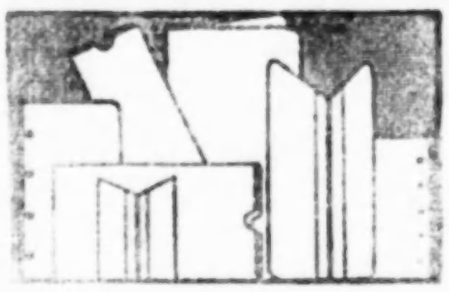

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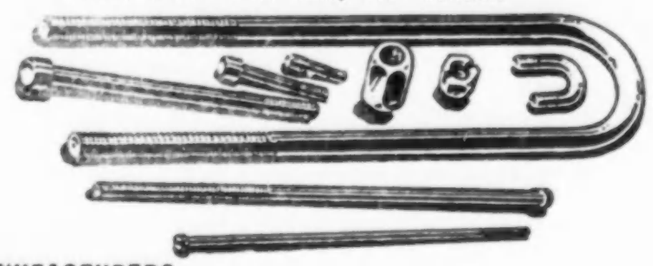

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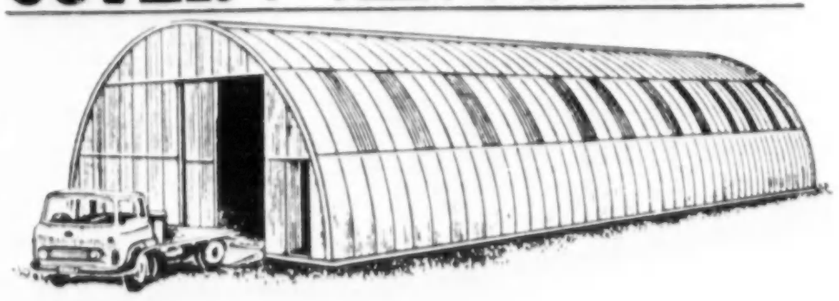

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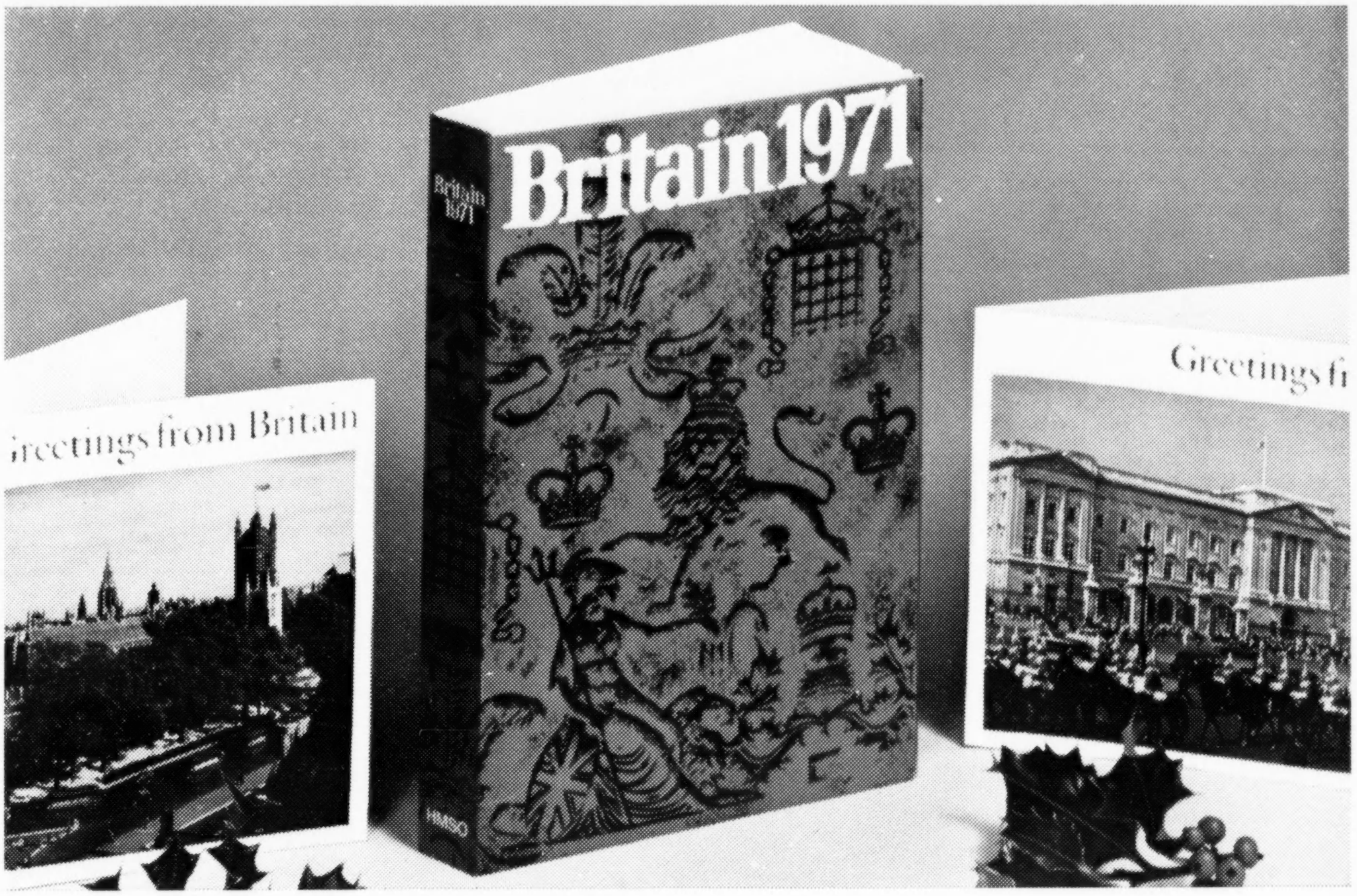

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